

Forward Together


2018 Way to Grow
Annual Report

way to grow™

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What
we do
together
matters.

MISSION

Working closely with parents and communities, we ensure that children within the most isolated families are born healthy, stay healthy, and are prepared for school.

VISION

Together we will ensure that every child has an equal opportunity to succeed in school and life.

Dear Friends,

“Faith is taking the first step even when you don’t see the whole staircase.” —Martin Luther King, Jr.

Way to Grow was founded on the belief that community impact is built from a collective effort to see everyone succeed. With that mission in mind, this past year we chose to expand our work deeper into Minneapolis and out into Brooklyn Park and Brooklyn Center. In 12 months, we reached 2,414 children and parents through 10,431 home visits across those three communities. We also committed ourselves to increasing the effectiveness of our work by adopting a new evidence-based curriculum, Parents as Teachers. These were leaps of faith and have only made us stronger.

When there is disparity, it is our job to step up. Through the collective work of our staff, community partners, and volunteers, we helped stabilize families, built networks of services, and prepared children for school across our community. In fact, last year, 87% of Way to Grow children were prepared for kindergarten!

In order to eliminate the educational disparities we face in Minnesota, we must go on this journey together. We could not have continued this work without our Way to Grow employees, our board of directors, generous donors, dedicated community partners, and hard-working volunteers. It is only through working together that we are able to move forward together. Thank you for your invaluable guidance and unwavering support these many years.

We are proud of the work we have done toward eliminating barriers to early education in our community. We have molded scholars, empowered parent champions, strengthened families, and walked with people in their time of need. However, we know our fight for education and economic equity for all is not over. Join us in moving our community forward together, and help us build a brighter tomorrow for everyone.

Sincerely,



Carolyn Smallwood,
Chief Executive Officer



Forward Together

For 30 years, Way to Grow has brought our community together to address the serious and prevalent gap in early childhood education in Minneapolis. While Minnesota may be a leader in education, our children of color too often are left behind. With one of the largest opportunity gaps in the country, we know the only way to create a better future for so many children is through the collective power of us all moving forward together.

At Way to Grow, we support families with children from prenatal to age eight, empowering our next generation of leaders. We are proud to work with more than 2,400 individuals in Minneapolis, Brooklyn Park, and Brooklyn Center—neighbors who work hard to provide for their children and are active in their community and their children's education. With a team of talented Family Educators, we provide year-round services to these families throughout Minneapolis and surrounding suburbs.

For three decades, we have led the Twin Cities' early childhood education community with our innovative home visiting model and expansive programming. To make an even larger impact in the lives of our families, in

2018 we became a certified evidence-based organization when we adopted the Parents as Teachers curriculum. Yet while we have touched the lives of thousands of people, we know there are still families who need our help. To reach those not already receiving our services, we are finding new ways to share our knowledge with our ever-growing community.

The cornerstone of our work may happen at home, but there is much that we can do to shape the future of our youngest neighbors and their families. Way to Grow staff can be seen at neighborhood events, school nights, and even in the grocery line, telling new parents about the resources available to their family. Last year alone, Family Educators attended more than 40 events to connect with new families.

Closing the opportunity gap requires our collective effort. In 2018, Way to Grow partnered with over 100 community partners to provide critical basic needs and additional enrichment opportunities for our families. Our work was further supported by amazing donors who chose to invest in the future of our families, and in turn, in the vitality of this community. Finally, **100 volunteers** inspired us by giving their time and talents to support our programs.

10,431
home visits

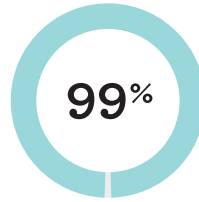


2,414
clients served



At Way to Grow, "Forward Together" means mobilizing not only our supporters but also our families. Programming like our Play to Grow and Together We Grow parent groups, classes at the Way to Grow Family Room at Lucy C. Laney Community School, Cooking Matters cooking and nutrition courses, our My Voice Matters initiative, and Family Engagement Nights continue to create a culture of learning in the home and empower families to change their lives and brighten their futures.

Our work can only be done when we mobilize the collective power of our entire community, weaving a web of support between parents and families, community partners, teachers, donors, and volunteers. We are all in this together—stewards of community and caretakers of one another. Won't you join us?



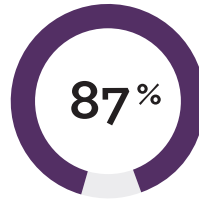
HEALTH EDUCATION

of newborns born at or above healthy birth weight



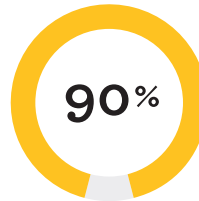
TEEN PARENTING

of parenting teens without a repeat pregnancy



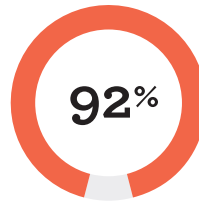
EARLY CHILDHOOD

of Way to Grow children prepared for kindergarten



ELEMENTARY

of K-3 students demonstrated growth in reading level assessments



PARENT ENGAGEMENT

of parents attended at least one parent-teacher conference



Our 2018



PARENTS AS TEACHERS

In 2018, Way to Grow became an evidence-based organization when we adopted the nationally certified Parents as Teachers curriculum.



FAMILY ENGAGEMENT

In support of creating a culture of learning in the home, we hosted 4 Family Engagement Nights with over 300 participants in 2018.

EXPANSION

In 2018, Way to Grow expanded our services deeper into Minneapolis and out into Brooklyn Park and Brooklyn Center.



EARLY EDUCATION

In 2018, Way to Grow served 1,379 children, 50 of whom attended one of our NAEYC accredited, Four-Star Parent Aware preschools.



PARENT GROUPS

In 2018, we expanded our Parent Groups to include Play to Grow and Together We Grow sessions in North and South Minneapolis, as well as Brooklyn Park. More than 100 parents attended over 60 group sessions to learn more about child development, health and wellness, and education at home.



NUTRITION EDUCATION

Way to Grow hosted 12 weeks of cooking courses offered through our partnerships with Cooking Matters and Expanded Food and Nutrition Education Program (EFNEP) with University of Minnesota Extension.



MY VOICE MATTERS

Way to Grow continued to expand our parent engagement initiative, My Voice Matters, by hosting workshops and events throughout the year to help parents navigate the systems that impact their child's education. Thanks to our partners, Children's Defense Fund, Joyce Preschool, MinneMinds, Northside Achievement Zone, Think Small, and the Greater Twin Cities United Way, for working to engage families!



DREAM TRACKS TEEN PARENTING PROGRAM

In 2018, Way to Grow served 50 teen parents through our Dream Tracks program, where they learned about reproductive health, money management, goal setting, child development, and life skills.

VOLUNTEERS

100 volunteers donated over 1,290 hours of time in 2018, increasing our capacity to serve families.



EARLY LEARNING & 3RD GRADE GRADUATIONS

In June, we celebrated with hundreds of children and families as 103 preschoolers graduated from our early learning program and 58 third graders celebrated the completion of our Great By Eight program. In 2018, 87% of Way to Grow preschoolers were deemed ready for kindergarten.



SHINE CELEBRATION

In October, hundreds of Way to Grow supporters contributed over \$450,000 for our programming.



ADOPT-A-FAMILY

In December, our friends at Allina Health and other organizations provided basic needs supplies and gifts to over 30 Way to Grow families through our Adopt-a-Family program.



FORWARD TOGETHER: WE'RE TURNING 30!

In 2019, Way to Grow is celebrating our 30th Anniversary, and we can't wait to share it with you!

Paying It Forward

Sitting down at the table, Octavio moves his own completed homework aside to take a look at another assignment. His younger brother Alexander, already hard at work, peppers him with questions as Octavio does his best to explain the instructions at the top of the page. From across the table, eight-year-old Xochilt fires off her own request for help, and soon all three are solving problems and finishing homework together. While the average middle-schooler might avoid spending their free time helping their younger siblings with homework, Octavio has proven himself to be anything but ordinary.

Blanca and Hugo were young parents when they moved to Minneapolis with the hope of better opportunities and a strong start for their new family. It was not an easy beginning, as the two parents and a very young Octavio lived with extended family in extremely tight quarters. Additional language barriers and cultural differences made it very difficult for them to find their footing, yet Blanca never gave up.

Aide, a Way to Grow Family Educator, was often seen visiting the apartment to work with Octavio's cousin. With everyone in such a small space, Blanca couldn't help but observe

these home visits, all of which were conducted in Spanish. Feeling comfortable, seen, and empowered, Blanca asked to join Way to Grow so her own son could get the start she never had. "I didn't have a high level of education," she recalls, "but I knew what education could do for my son's life, so right away we started looking for people to help us. We were told that the earlier we started with Octavio, the better it would be for him."

Aide helped Blanca and Hugo navigate their new lives and immediately knew they were a special family. "Blanca had a drive for Octavio to succeed, was very proactive during our home visits, and was always open to the activities and resources I provided," remembers Aide. "Having a strong relationship with a parent like that is a vital part of what makes our program work so well."

An early start and so much support truly paid off for Octavio. A fast learner, he would pick up new skills quickly and his comprehension consistently challenged Aide to bring different and interesting lessons to the home. Blanca remembers, "When he was getting bored and his attention was drifting, Aide would adjust the lesson on the fly to make things new, exciting, and many times entertaining."



Blanca was excited by the progress Octavio was making during his home visits and she enrolled him in Emerson Spanish Immersion Learning Center. As his interests grew and his elementary education progressed, Octavio continued to excel and he became excited about his own learning. Now 13 and a student at Anwatin Middle School, Octavio has gained a valuable perspective of his own: "I really like to be challenged," he explains. "I don't look at problems as a frustration; I see them as an opportunity to make things fun and to push myself and others."

As a seventh-grader, Octavio's performance in math and science far exceeded grade level. Yet rather than coasting through his classes, he stepped up to help those around him. "I was just able to grasp what was being taught and then helped others understand it as well," he explains.

Octavio was such an asset to his class that he was asked to help tutor kids in Emerson's summer school program. It became a family affair, with Blanca driving him the entire summer and his younger siblings coming along to continue learning. "In Latin culture, your talents are your blessings—not only to show, but to use to help others when you can," explains Aide. "When I heard he was now tutoring other children, I was not surprised. With his gifts and his mom's passion for education, they make a great team." Octavio loves helping others learn so much that he has set himself a new goal: to teach math.

However, Octavio isn't the only one thriving in his family. Since coming to Minneapolis over a decade ago, both parents have taken ESL classes; Hugo now owns a small lawn care company, and Blanca is completing her GED while working. The family's living arrangement has also improved. After living in shared housing and then their own apartment, Blanca and Hugo were finally able to buy their own home. "We as a community are all on this journey together to better our families. I am grateful to everyone that lent us a helping hand along the way," says Blanca. "Through Way to Grow and other giving hearts, we are now in a place where we can help others, and we plan on doing so."



Great By Eight

A PIPELINE TO SUCCESS

FAMILY SUPPORT

Effective early learning starts in a stable home. While Way to Grow parents are committed to helping their children succeed in life, overwhelming economic and social barriers often stand in their way. Way to Grow Family Educators get to know each family and work with them to identify their needs, and our staff works closely with clients to address the challenges they may face by connecting them to critical services. Whether we are providing books to build a home library or referrals to housing opportunities, we are there for our families every step of the way.



EARLY LEARNING

Parents are a child's first and most important teachers. During home visits, Way to Grow Family Educators offer developmentally appropriate early learning experiences for children birth through age five. With the whole child in mind, our staff guides parents through an understanding of child development, health and nutrition, emergent literacy, and social-emotional learning. All activities are designed to model different learning approaches and introduce parents to key skills as they read and play with their child.

HEALTH AND WELLNESS

A strong start happens in a healthy home. Through our Growing Strong program, we work with families in the home, teaching parents about prenatal care, nutrition, immunizations, well-child checkups, and safety to ensure all children are healthy and prepared to learn. When necessary, our staff refers families to health and dental care partners. Out of the home, we partner with local agencies to provide an annual Health and Nutrition Fair as well as several sessions of cooking and nutrition courses.





ELEMENTARY EDUCATION

Our elementary programming focuses on the tools elementary children (K–3) need to be successful as they progress through school. We focus on vocabulary development, sight words, and high-frequency words, as these greatly increase reading fluency and comprehension. Home visits are centered around skill-building for both parent and child, as well as helping parents navigate the K–12 education system. Staff work with families to understand the development of their children’s academic skills and provide parental support as families build relationships with teachers and school administrators.



CENTER-BASED LEARNING

Way to Grow has two high-quality, center-based preschools for enrolled families with children ages three to five, which are National Association for the Education of Young Children (NAEYC) accredited and have been awarded a four-star rating by Minnesota Parent Aware. Programming is centered around the interest of the child and the developmentally appropriate practices of our highly effective preschool staff. Unique from other early learning programs, our preschools offer monthly parent-child classes and field trips. Way to Grow’s preschools foster the positive relationship between family and school and provide a fun learning environment for families in North and South Minneapolis.



DREAM TRACKS TEEN PARENTING

Young parents face many obstacles beyond raising a child. Way to Grow works with these families through Dream Tracks, our teen parenting program, to help educate and prepare parents ages 15–21 for a successful life. Dream Tracks addresses parenting challenges, provides motivation and emotional empowerment, helps parents maintain a focus on academic success and career goals, and provides information on sexual and reproductive health. Additionally, teen parents receive regular home visits and are invited to participate in all events and activities. Not only do our youngest parents feel supported and part of a community, but there are fewer repeat pregnancies as well.

Parents as Teachers

Part of what makes Way to Grow so successful is our commitment to best practices and our willingness to evolve our programming to meet the needs of the community. In 2018, we took the important step of becoming an evidence-based organization when we adopted the nationally certified Parents as Teachers (PAT) curriculum. The Parents as Teachers Evidence-Based Model is a comprehensive home-visiting, parent education model that provides services to families with children from prenatal through kindergarten. Designed using best practices in our field, the PAT model is a deeper, more comprehensive curriculum that helps us better support families in need.

With the adoption of this new curriculum, Way to Grow kicked off a year of change and growth. Throughout 2018, our entire

program staff underwent intensive certification training, curriculum materials were updated, and we integrated a new database and record-keeping process. Adopting PAT did not fundamentally change the work we do at Way to Grow; instead, it helped us update and push our program forward, enhancing the work we were already doing in the home.

Although it was a challenge to change such a large part of our programming, we are already seeing a difference. "The PAT curriculum has changed the quality of home visits," explains Patricia Hayes, Associate Supervisor. "They are fun activities that turn the focus from Family Educators to parents. With PAT, parents take on a leadership role in the visit and they are more empowered to be involved in their child's development."



Life
thrives
when we
create a
home for
learning.



All for One, One for All

Five years ago, Lauren was married and raising two beautiful children, Nariah and Zachariah. With a background as a Medical Assistant and having taken courses in Early Childhood Education, she was attuned to her children's development and wanted to ensure they had a good start to their education. Unfortunately, she made some troubling observations: Zachariah was showing difficulties with speech and struggled with the muscles in his legs.

Ready to help, Lauren got to work finding resources to assist her son, enrolling him in an early childhood services program. All was going well until Zachariah turned three and Lauren was informed he no longer needed services. Though he was still struggling, they were sure he would "grow into his learning," and Lauren was left to navigate the system all over again.

She reached out to agencies, followed up on referrals, and went to every appointment she could get, but was only met with rejections for both of her children. Frustrated and at a loss for what to do, her sister handed her a flyer for Way to Grow and Lauren's life changed.

"When she first joined Way to Grow, Lauren was quiet and not as active as she could have been," shares Patricia, her Family Educator. "She just needed more encouragement." With the help of Patricia, Lauren was able to get Zachariah into speech and occupational therapy, then into a Head Start program. "He first came to us not talking and now we cannot get him to be quiet," Patricia laughs. "Even this early, I think he knows he has some obstacles, but he is determined to overcome them."

Nariah, now six, also needed some special attention. During a home visit, Patricia and Lauren were comparing Nariah's Pre-K school reports with the progress she was making during Way to Grow home visits, and things were not adding up. This prompted Lauren to visit her daughter's class where she discovered the classroom aide was actually doing the work for Nariah. "I went down to her classroom and told her aide that I didn't need someone to do my daughter's work for her. I needed someone to teach my daughter how to do the work,"



Lauren recalls. To supplement the deficiency in Nariah's education and to fully prepare her for kindergarten, Lauren moved Nariah to full-day kindergarten, and Patricia continued to work intensively with her during home visits. In the past year, Nariah has gone from not being able to read and write to now beginning to read and being able to write her name and basic sight words.

Things were looking up for Lauren's children, but challenges at home threatened to interfere with that progress. A few months after connecting with Way to Grow, Lauren made the hard decision to leave her husband and remove her children from an unstable home. She moved into her parent's home a few miles away, and due to stress, found herself managing a chronic illness. Yet even through all of that, she continued to support her children—getting further involved with Way to Grow, advocating for services, and monitoring classroom progress.



"Lauren has been through so much in the past year and a half," says Patricia. "I don't know how she does it—and with a smile. In those moments when she does not have the strength, she knows she has a great support system that includes me and her mother, to give her that extra encouragement to keep going."

A large part of this journey is due to the relationship between Patricia and Lauren. "Miss Patricia is my backup, my resource. I know I can count on her," expresses Lauren. Patricia agrees: "We all just have a tight knit bond. Working with them has elevated my experience as a Family Educator."

Lauren also credits her belief in education, her duty to advocate for her children, and her extended support system for her family's continued perseverance. "Education is important because without it, people will treat you like you are invisible," she explains. "I do not want that

for my children." While Lauren agrees that she and her two children still have a lot of work ahead of them, she is confident in the direction they are moving. Her vision for the future includes getting her own place and creating a group for parents of children with disabilities. Still standing strong and still smiling, Lauren is ready to take on the future—with her supporters cheering her on.



Meet Our Donors

LAURA BOHLANDER

Meet Laura Bohlander of the LRE Foundation, one of Way to Grow's generous supporters.

About ten years ago, Laura's parents created the LRE Foundation in honor of their children—Laura, Robert, and Elizabeth—in order to teach them about family philanthropy as young adults. Recalls Laura, "We weren't very organized when we first started making grants, but our father encouraged us to work together to identify which issues were important to us and to do our research."

Laura's degree in elementary education from DePauw University and five years as a first grade teacher made education an obvious direction for LRE Foundation grants. Early childhood education was also in the spotlight at the time, with the publication of Art Rolnick's landmark study on the power of early childhood education and its high return on investment both economically and societally.

Laura researched and discovered that Way to Grow had a powerful home visiting program that reached parents with children prenatally, and during infancy and early childhood, when 80% of brain development occurs. She learned that Way to Grow was making thousands of home visits with a high rate of success in school readiness. Her gift was soon on its way to Way to Grow, and LRE Foundation has faithfully supported Way to Grow ever since.

"I love that Way to Grow Family Educators meet regularly with families in their homes and help parents create an environment for learning over the course of several years, extending into third grade," says Laura. "This is life changing for many families. I also know that Way to Grow is fiscally responsible with every dollar under CEO Carolyn Smallwood's determined leadership."

Bohlander, the mother of four young children with husband Brett, recently joined Way to Grow's Board of Directors. "I'm so pleased to serve on the Board," she says. "It's a great learning experience, and I like understanding how decisions are made. As an organization, Way to Grow has had 30 years of success, and I am very proud to be part of it."

LRE Foundation's generous contributions are deeply appreciated as we strengthen families and the future vitality of our community.





STEVE YOAKAM & SHAWN JUDGE

When New York actress Shawn Judge visited Minneapolis to play a role at the Guthrie Theatre, she not only discovered a city she loved, she met the man she would marry, actor Steve Yoakam. “We were both in a production of *The Screens* and I asked a mutual friend to introduce us,” recalls Shawn. Steve admits, “I was clueless, but men usually are.”

The pair married in 1991 and made their home in Minneapolis, where acting opportunities were plentiful in theater, film, and television. Explains Shawn, “While film and television are director’s mediums, theater is an actor’s medium. It’s live and you can’t be edited afterward.” Steve agrees, “I love it all, but I am a theater guy. I thrive on live audiences. When you’re tired after many performances, you see a five-year-old child beaming in the front row, and you do it for them,” he says. “That’s why you’re there.”

That same love for children fuels their support for early education and Way to Grow. “I love Way to Grow’s approach,” says Shawn. “Family Educators go into homes and work with parents and children and also reflect their culture. It gets results.” Adds Steve, “I like that Way to Grow starts as early as possible with children right in the home. It is a ‘boots on the ground’ effort and community action at its finest.”

Steve and Shawn are no strangers to the rewards of teaching and working with children. As teens, Steve and his two brothers worked as camp counselors every summer; more recently, Steve volunteered as a tutor at their daughter’s school. “It’s in my DNA,” says Steve, “because I come from four generations of teachers.” Steve’s grandfather was part of the University of Indiana faculty that created the well-known “Dick and Jane” early readers.

While living in New York, Shawn had the opportunity to teach remedial math and reading to children who had fallen behind in school. “All they needed was my undivided attention,” she recalls, “and they excelled. And I was very proud of them. Every child can learn.” Shawn’s love of teaching and helping others shine in the spotlight has since inspired her to start her own firm to coach people in the art of public speaking. Says Shawn, “I am living a charmed life, so I give back to say thank you.”

Way to Grow is thankful for Shawn and Steve’s faithful support. Says Steve, “it’s wonderful for us to support an organization without any reservation.”

Thank You

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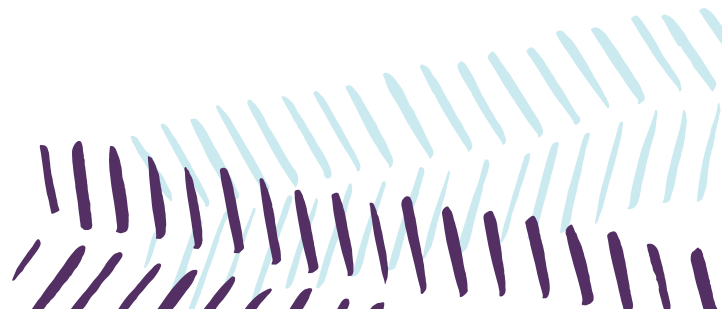
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The City of Minneapolis
Hennepin County Human Services and
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Thank you to our donors and community partners! We have made every effort to ensure our list is accurate, but we know mistakes can happen. Should you have any corrections, updates, feedback, or wish to learn more about how your gift is changing the lives of our families, please contact Way to Grow at 612.874.4740.



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** In honor of Art Rolnick*

Richard M. Schulze Family Foundation

HIGH QUALITY EARLY EDUCATION IS KEY

Way to Grow is tremendously thankful to the Richard M. Schulze Family Foundation for providing generous support for our mission since 2014. One of Minnesota's largest private foundations, the Schulze Family Foundation was created by Dick Schulze, the retired founder of Best Buy, to support charitable organizations that provide educational programs, social services, housing for the homeless, and help for the working poor to become self-sufficient. Way to Grow is honored to be among the hundreds of charitable organizations in Minnesota and Florida that the Schulze Family Foundation supports each year.

"We love Way to Grow," says Marla Friederichs, Senior Program Officer and Scholarship Program Manager at the Schulze Family Foundation who oversees funds awarded to Way to Grow. "Dick and his family are interested in children having access to the best education they can have. They recognize that early education nurtures the very beginning of a child's brain development that can prepare them for success for the rest of their life. The Schulze Family wants children and parents exposed to high quality education programs as early as possible, and they want to fund the strongest programs."

Way to Grow's commitment to metrics is appealing to the Foundation. "One thing that makes Way to Grow very attractive," says Friederichs, "is the amazing data you collect and share that shows what Way to Grow sets out to do each year and what it has accomplished. We look for outcomes. Way to Grow brings us strong outcomes and makes it easy for us to invest in the program."



Founder Dick Schulze has deep compassion for low- and middle-income families as he himself grew up in a working class household. As a boy, he took on a paper route to supplement his family's income. Says Friederichs, "Dick got up early every morning to deliver the newspaper, and he developed a strong work ethic. He understands that many families are just one illness or one car problem away from not getting to work. The Schulze Family Foundation is very committed to helping bridge these gaps for working class families."

The Richard M. Schulze Family Foundation has Way to Grow's deepest gratitude for its visionary support for children and families in our community.

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American Indian Family Center
Aurora Charter School
Blue Cross Blue Shield of Minnesota
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Bridging, Inc.
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VocalEssence
Washburn Center for Children
Women, Infants and Children (WIC)
Zanewood Recreation Center

Minnesota Children's Museum



POWER OF PLAY

Empowering parents to become their children's first and foremost teacher is at the heart of everything we do at Way to Grow. While our Family Educators work with parents and children on building literacy and numeracy skills, they also recognize the incredible power of fostering children's learning through playing together.

In 2018, Way to Grow was thrilled to enter into a new partnership with Minnesota Children's Museum. The museum, newly renovated and expanded in 2017, is filled with dynamic exhibits where families can have fun together, and kids of all ages can grow the curiosity and skills they need to thrive in school—and everywhere else.

"Minnesota Children's Museum has generously provided memberships at no charge to our families," notes Way to Grow CEO Carolyn Smallwood. "We are so grateful for the Children's Museum's commitment to providing opportunities to parents and children who might not otherwise have access to them!"

In addition to free memberships, in May 2018, the museum hosted a Way to Grow Family Night, attended by 250 parents and kids. Families explored the bright new spaces in the museum, met new friends, climbed and created, and enjoyed a meal together.

"Way to Grow is committed to helping parents raise happy and healthy kids, which makes them a terrific partner for the museum," said Dianne Krizan, President of Minnesota Children's Museum. "We've been delighted to work with Way to Grow to provide playful learning opportunities to more families in our community."

Way to Grow is grateful for the support of Minnesota Children's Museum as we work together to spark children's learning through the power of play!



Financials

OPERATING REVENUE & EXPENSES



REVENUE	2018	2017
Contributions	\$310,337	\$254,979
Government	\$994,188	\$857,388
Foundations	\$1,067,007	\$987,725
United Way	\$183,110	\$180,780
Program Service	\$148,787	\$111,483
Annual Celebration	\$361,167	\$332,954
Interest & Other Income	\$13,881	\$3,713
Total Operating Revenue	\$3,078,477	\$2,729,022
EXPENSES		
Program Services	\$2,023,310	\$1,779,887
Administrative Services	\$248,715	\$218,671
Fundraising Services	\$506,523	\$484,087
Total Operating Expenses	\$2,778,548	\$2,482,645

FINANCIAL POSITION

ASSETS	2018	2017	LIABILITIES & NET ASSETS	2018	2017
Current Assets			Current Liabilities		
Cash	\$1,398,783	\$920,459	Accounts Payable	\$32,886	\$11,794
Receivables	\$472,660	\$343,592	Accrued Expenses	\$92,990	\$81,542
Prepays	\$51,861	\$43,393	Unearned Revenue	\$0	\$0
Total Current Assets	\$1,923,304	\$1,307,444	Total Current Liabilities	\$125,876	\$93,336
Property & Equipment			Net Assets		
Furniture & Equipment (net of depreciation)	\$24,747	\$21,514	Unrestricted	\$0	\$0
Total Property & Equipment	\$24,747	\$21,514	Undesignated	\$276,957	\$419,028
Other Assets			Board designated	\$1,136,000	\$694,000
Long-term Receivables	\$100,000	\$0	Temporarily Restricted	\$565,833	\$133,500
Deposits	\$56,615	\$10,906	Total Net Assets	\$1,978,790	\$1,246,528
Total Other Assets	\$156,615	\$10,906	Total Liabilities & Net Assets	\$2,104,666	\$1,339,864
Total Assets	\$2,104,666	\$1,339,864			

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Carolyn Smallwood,
Chief Executive Officer

