Reading and Beyond
Annual Report 2012-2013
“It takes a village to educate a child”

I have always believed in the power of collective efforts to address social issues. Throughout my life I have experienced the impact of collective efforts, as both the benefactor and beneficiary. I believe at Reading and Beyond, we have always known that it takes a village to educate a child; however, we have not always put this belief into practice.

In recent years, through our advocacy initiatives and our role as lead agency for Fresno Promise Neighborhoods, we have had the opportunity to experience the "village concept" in practice. In addition to providing direct services for children and families (including Literacy Intervention and Workforce Development), we began to build collaborative ties with other community-benefit-organizations (CBOs) with the purpose of informing ourselves about the educational issues our children face in our city. As a result, we observed CBOs moving away from the mindset of "what is good for my organization" to "what is good for our community's families" - thus, embracing the "village concept."

Today, I can confidently say that we as CBOs are on our way to becoming a strong united voice in ensuring quality, educational opportunities for all of our children. We recognize that to effectively help our children reach their full potential, all of us need to "step-it-up" to ensure children receive seamless, quality support throughout their lifetimes from every sector of our community - including, school systems, government, CBOs, and families. It goes without saying that the "village concept" is multi-faceted and complex - we cannot focus only on one sector, nor can we expect solutions to derive from one single place.

In the end, it is up to us -- "the villagers" -- to go beyond our words and rhetoric and decide with our actions what kind of village we want to be.

Blessings,
Luis Santana
Luis Santana  
Executive Director  
Founder  
Reading and Beyond

Emil Milevoj  
Chairperson  
Director  
University Business Center  
Craig School of Business  
Fresno State

Eric R. Johnson, APR  
Treasurer  
Executive Director  
External Affairs  
AT&T

Blake Konczal  
Member  
Executive Director  
Fresno Regional Workforce Development Board

Luis Chavez, MPA  
Member  
Chief of Staff - District 5  
City of Fresno  
Trustee  
Fresno Unified School District

Nancy C. Staggs  
Member  
Commissioner  
Madera County Superior Court

Harinder (Randy) Dhindsa  
Vice-Chairperson  
Senior Vice President  
Market Manager  
Bank of America

Francine Farber, Ed.D.  
Member  
Immediate Past President  
League of Women Voters  
Fresno

Daren Stemwedel  
Member  
Attorney at Law  
Wanger Jones Helsley PC

Katherine (Katie) Dill, RN  
Secretary  
Leader: Care  
Experience & Leadership Development  
Kaiser Permanente

Andrae Gonzales  
Member  
CEO - Stewards, Inc.  
Clerk of the Board of Education  
Bakersfield City School District

Elisabeth Tietjen  
Member  
Attorney at Law  
Littler Mendelson
Our Mission: To Empower Children and Families to Achieve Productive Self-Reliant Lives

SCHOOL READINESS
Reading and Beyond Preschool

SCHOOL SUCCESS
Community-Based Sites
School-Based Sites (ASES)
Supplemental Educational Services (SES)
Summer Academy

COLLEGE+CAREER READINESS
21st Century Family Literacy
CRADLE-TO-CAREER PIPELINE

CAREER SUCCESS
Fresno Bridge Academy

FAMILY STRENGTHENING
Parenting Program
Supervised Children’s Rooms

ADVOCACY
Effective Teaching
English Language Learners
“Isaiah is prepared to enter Kindergarten very advanced.”

Maria Lopez - Grandmother

Reading and Beyond Preschool

Reading and Beyond’s Preschool goal is to prepare 2½ - 6 years olds to enter kindergarten ready to learn. Reading and Beyond’s Preschool offers two programs: a private program and a state-funded program (for parents who work fulltime and meet low income guidelines).

Research shows that children who attend high-quality preschool programs are better readers, have lower drop-out rates, and are more successful in school. Our preschool program curriculum is guided by the California Preschool Learning Foundations (Author, Year), and research-based best practices. Our program is a balance of supporting children’s self-initiated play and purposeful teaching to help children gain knowledge and skills.

Children are administered the Desired Results Developmental Profile (DRDP) (an observation tool that tracks student’s growth in 43 different developmental areas) and the Kindergarten Student Entrance Profile (KSEP) which measures kindergarten readiness and is utilized by several school districts in Fresno County.

During the 2012-2013 school year, Reading and Beyond’s Preschool served 52 children. Based on the Kindergarten Student Entrance Profile (KSEP) results, students on average increased their knowledge in letters, rhyming, colors, shapes, numbers, letter sounds, and name recognition by over 200% from fall 2012 to spring 2013.

Based on DRDP results, 90% of the graduating students exhibited skills that indicate readiness for kindergarten in all areas, including social development, literacy, math, cognitive, and motor skills.
“Angel likes to read now. He loves to show me that he’s doing well.”

Marta Blanca - Parent

School-Based Sites (ASES)

Reading and Beyond is contracted by schools to manage and operate the after school program. Reading and Beyond currently operates after school programs at Balderas, Heaton, Storey and Wishon Elementary Schools of Fresno Unified School District. These programs are state funded, through Proposition 49, a 2002 voter-approved initiative which funds after school programs throughout California.

Community-Based Sites

Reading and Beyond operates literacy tutorial programs at a variety of community-based locations, including faith-based institutions and community centers. Students who attend community sites are provided with one-on-one literacy tutorial, twice per week, by a trained Volunteer Instructor. Reading and Beyond currently operates community-based sites at the following four locations: Hope Lutheran and Wesley Methodist Churches; Einstein Park Neighborhood Center; and the Mosqueda Community Center; these sites are funded

Supplemental Educational Services (SES)

Our Supplemental Educational Services (SES) program offers in-home, one-on-one reading tutoring for 1st through 8th grade students. During the 2012-2013 school year, we served the following districts: Central; Coalinga-Huron; Fresno; Kerman; Madera; Mendota; Merced; and Modesto Unified School Districts. SES is a federally funded program through the No Child Left Behind Act.

Summer Academy 2012

Reading and Beyond’s Summer Academy provides academic and enrichment programming during the summer months to ensure that students don’t experience summer learning loss. Our 2012 Summer Academy had an “Olympics” theme, to coincide with the London Olympic Games. Our theme incorporated opening and closing ceremonies, fun academic and physical fitness competitions, awards ceremonies, local athletes as guest speakers, and cultural lessons about countries around the world.
“My children are more ambitious about their futures.”
Alicia Verde - Parent

21st Century Family Literacy

The purpose of Reading and Beyond’s College & Career Readiness program is to prepare students for success in college and career. Program activities included field trips to colleges and universities, academic intervention for struggling students, and informational workshops for parents. During this past school year, Reading and Beyond served a total of 880 junior high and high school students.

Our university trips included Cal Poly, Stanford, UC Davis, Sacramento State, UC Santa Cruz, and more. On average 55 students and their parents attended each trip. Students and parents had the opportunity to visit and learn about university admission requirements, tuition, financial aid, and housing.

English Language Arts intervention was provided for students at Orange Center Elementary and Kings Canyon Middle Schools, targeting students who were struggling academically.

Intervention programs consisted of small-group tutoring (up to seven students per group) provided twice per week, reinforcing grade level reading and writing skills.

In the informational workshops, parents learned about topics such as: setting high expectations and cultivating a culture of learning at home; how to monitor students’ progress; developing stronger relationships with school administrators and staff; making informed decisions about their children; and how to support academic achievement.

Parents and students reported that they gained a greater level of awareness and knowledge on what it takes to be “college ready” via Reading and Beyond’s parent workshops and meetings, and field trips to colleges and universities.
"A working example of ‘give a man a fish’ versus ‘teach a man to fish.’”

Mary Ann Cusagor
Fresno County Office of Education

Fresno Bridge Academy

Fresno Bridge Academy was established to assist eligible adults in finding new employment, better employment, or a promotion. In doing so, we work with the entire family and customize our services to meet the needs of the individual client and their family.

Over the past couple of years, community leader Mr. Pete Weber has convened Reading and Beyond, Workforce Investment Board (WIB), Fresno County Department of Social Services (DSS), major employers, and various training institutes to expand the work of Fresno Bridge Academy.

Our goal is to help 233 eligible adults and their families annually. Depending on the client’s job-readiness needs, we may focus on obtaining the client’s GED, getting him/her into and through a vocational training, providing training on soft skills, and/or working to eliminate any barriers the client identifies to obtaining and retaining employment. Currently, the Fresno Bridge Academy operates out of the Mosqueda Community Center and the Dickey Youth Center.

Assessment: Each case manager tracks his/her client’s progress. We record the progress made to eliminate barriers for the entire family and the progress made to obtain employment and/or complete vocational training. Once the client has been placed in employment, we continue to follow-up with the client to ensure he/she is retaining employment.

Results: In the pilot cohort of 125 participants, over half of the participants found full-time employment through our program. Since February 2012, at least 145 participants have obtained employment during their time with the program and at least 42 participants have increased their household income enough to no longer need public assistance.

Participant Numbers: As of June 2013, 540 adults have been served through this program. From July 2012 through June 2013, at least 402 adults and their families have received services from the Fresno Bridge Academy.
“They provide excellent care... I am very thankful that this service is provided to help us single mothers.”

Rosa Esquivel
Parent

**Supervised Children’s Rooms**

Reading and Beyond provides supervised childcare at locations throughout Fresno County. The purpose of the rooms is to afford the children a safe, fun, and enriching environment while their parents or guardians conduct business with the County of Fresno.

The primary focus for all the staff is to welcome the children into a safe and educational environment that provides interactive activities during 2012-2013.

**Parenting Program**

Reading and Beyond’s Parenting Program was designed based on the understanding that parent involvement is essential for long-term student success. Research shows greater parental involvement correlates with student achievement and success. Our program works with parents on issues that they commonly encounter as a family and when their children are struggling in school.

Parents participate in the program to learn about various academic, social and health related topics.
“I learned to ask for assistance and I learned about parents’ rights.”
Maria Juarez - Parent

English Language Learners Advocacy (ELLA)

Although Reading and Beyond has been able to reach thousands of children and families throughout the years through our direct service programs, we realize that realistically we cannot reach every struggling student. Therefore, in recent years, we’ve begun to work on creating systemic change within the K-12 educational system, which will have broader impact on students and families. Since 2009, we have focused our advocacy efforts on administrative and policy changes that will provide English Language Learner (ELL) students with a greater opportunity to succeed academically.

Our ELL Advocacy goal is to increase the number of ELL students who are re-designated to English Language Proficient (ELP), which will in turn help ensure they graduate from high school and successfully complete “A-G courses” (the high school courses required for entrance to the University of California and the California State University systems).

To reach our goal, Reading and Beyond has identified parent engagement as a key strategy to effectively impact long-term academic improvement for ELL students. Reading and Beyond helps parents of students who have been classified as ELL, understand how the school system works and how to ensure that their child is receiving the education they need to be career and college-ready; the ultimate goal is for parents to become their child’s advocates. We were pleased with FUSD’s decisions to add ELL reclassification progress data to the ATLAS parent portal, whereby parent of ELL students can now monitor their child’s progress to becoming English Language Proficient (ELP).

During the 2012-2013 school year, we worked with 301 parents of ELL students. Thank you to the FUSD Board Members who supported our ELL advocacy efforts.
Submitted as a city-wide collaborative effort, drawing on the strengths of over 40 organizations throughout Fresno, Reading and Beyond was one of 15 organizations nationwide to receive a Promise Neighborhood planning grant in January 2012. Based on the successful Harlem Children’s Zone model, Promise Neighborhood combines high-quality education with community- and family-based supports, and creates a continuum of services from cradle through college to career.

Research demonstrates that young people are more likely to succeed in school when their comprehensive needs are met. Promise Neighborhood does not focus on a few isolated issues faced by children, or attempt to improve educational and life outcomes of just a small number of children in low-income communities. Instead, it focuses on the whole child and whole community, lifting up and transforming them in a process that emphasizes what works.

During the Planning Phase, members of the Fresno Promise Neighborhood team conducted a site visit of Harlem Children’s Zone (HCZ). Reading and Beyond staff were accompanied by leaders from First 5 Fresno County, Fresno County Office of Education, Fresno Regional Foundation, and the City of Fresno. The culmination of the Planning Phase was an Implementation Plan which included an evidence-based ‘Pipeline of Programs’ that will assist children in the Lowell/Jefferson/Webster neighborhood (the 93701 zip code area) to successfully move along the continuum.
In January of 2013, Reading and Beyond launched the Implementation Phase via the hiring of Promotores who assist neighborhood families in navigating community programs and resources. Literacy Instructors were also placed at Lowell Elementary and other community-sites in the zone. Partners have also expanded their programming in the zone (including Boys and Girls Clubs of Fresno County and Fresno Barrios Unidos), committed in-kind resources, (including the California State University-Fresno Richter Center that will provide 50+ student interns each semester to provide literacy programming for children in the zone), and committed funding to support implementation (including Fresno Regional Foundation, First 5 Fresno County, AT&T, Packard, and Bank of America).

After working closely with Fresno STRIVE and Fresno Unified School District over the past year, Reading and Beyond launched the longitudinal database management system in June of 2013. The data system will assist in the alignment, integration, and evaluation of our collaborative efforts via its case management function, capacity to share data amongst partners, and track children and families long-term.

PHOTOS (L-R):
1) Dickey Youth Development Center
2) A family attends a parent summit.
3) FPN Promotores outside the Dickey center
4) A Promotora during an in-home visit with a family
5) Community leaders meet to discuss the Promise Neighborhood funding
6) Key staff of Reading and Beyond visit the Harlem Children’s Zone in New York, which Promise Neighborhood is based upon.
In October 2011, we re-located our headquarters to the Sal Mosqueda Community Center, one of The City of Fresno’s flagship community sites in Southeast Fresno. It has been the vision of our founder and Executive Director, for more than 13 years to establish a one-stop-shop for area residents.

Our off-site programming will continue as we expand outreach throughout the Central Valley and beyond while the one-stop-shop enables neighborhood families to access an array of resources under the same roof.

The one-stop-shop is a collaborative model that aligns essential programs for neighborhood families. The ultimate goal is to help families break the cycle of poverty and empower them to achieve productive, self-reliant lives. Providing these services at one location will alleviate the barriers of transportation and access that are unfortunately a problem for many families.

Reading and Beyond and co-located partners, such as the Department of Social Services (DSS), the City of Fresno, EOC’s Headstart, and many more, are providing targeted services onsite, which include:

“The center has definitely become a big part of our lives.”
Robert Blue
Grandfather
Services offered at the Mosqueda Center:

Senior Hot Meal Program
Literacy Intervention and After-School program
Recreation
Parenting Programs
Summer Academy
DSS Eligibility and Enrollment
DSS Kinship Program (family foster care)
Computer classes
ESL classes
Citizenship classes
GED classes
Job Training workshops
Zumba® Fitness
Preschool
EOC’s Headstart
Tzu Chi Free Medical Clinic
Fresno County Library Branch
Evening Sports Leagues

and more...
**HIGHLIGHTS 2012-2013**

**Effective Teaching Summits** - As part of our advocacy efforts, Reading and Beyond held two large-scale summits informing parents and other community members on teachers' practices which yield student achievement gains. These summits were held in partnership with EdTrustWest.

**Pentathlon 2013** - As part of our commitment to health and fitness, students from our after-school program competed in the Fresno County Office of Education’s Pentathlon. Our teams competed against other after-school programs in an obstacle course and mile-long team run.

**Top 10 Professional Women** - In October 2012, ten women were honored at the Marjaree Mason Center’s 29th Top Ten Professional Women and Top Business Awards, including Reading and Beyond’s own Matilda Soria, Ed.D., Research and Development Director, and Amy Arambula, Project Manager for Fresno Promise Neighborhood.

**Dickey Youth Development Center** - Reading and Beyond expanded its reach by moving into the Dickey Center in the heart of the Promise Neighborhood Zone. The center houses offices for our Bridge Academy staff and offers parent workshops and other family services.

**Summer Academy 2013** - Our fourth annual Summer Academy, a free six-week program for low-income students 1st-3rd grade, featured ValleyPBS educational television shows, fun science lessons, and our signature literacy program. 246 children enrolled in the program.

**Pathways to Success** - Newly launched as part of our workforce development program, Pathways to Success helps families achieve a higher quality of life by helping adults gain work experience through apprenticeships which lead to quality full-time employment.
Central Valley Lights on After School - Reading and Beyond co-hosted a luncheon with the Central Valley After School Foundation to welcome Michael Funk, Director of the After-School Division of the California Department of Education. Program Directors and administrators from six counties attended.

First Generation Movie - In partnership with Fresno Pacific University, Reading and Beyond had several private screenings of the documentary film First Generation. The film tells the story of four high school students trying to break the cycle of poverty by pursuing education.

Fresno Regional Foundation donates $150,000 - The Fresno Regional Foundation awarded grants to Central Valley community organizations to help students from low-income families succeed in school. Reading and Beyond was chosen, receiving a grant of $150,000 to support the Fresno Promise Neighborhood Initiative.

Bank of America donates $40,000 - As part of their Community Partnership campaign, Bank of America presented two donations of $20,000. The donations will support Fresno Promise Neighborhood, specifically the “career development” portion of the initiative.

Easter Family Festival - In March, Reading and Beyond held an Easter Family Festival at Mosqueda Center. Activities included a big Easter egg hunt, family games and activities, a resource fair, a free Zumba® Fitness class, appearances by the Easter Bunny and Clifford the Big Red Dog.

Christmas Tree Charity Event - In December, Reading and Beyond participated in a charity event at the Pacific Southwest Building in Downtown Fresno. Many local organizations decorated Christmas trees for the public to view and bid on in an online charity auction.
Few communities in the nation have implemented a data system that evaluates student and parent involvement in out-of-school time and community programs, and the impact their participation has on children’s performance in school – specifically on grades, attendance, and behavior. As the lead agency of the Fresno Promise Neighborhood initiative, Reading and Beyond purchased a web-based data system from nFocus Solutions that accomplishes just that – supporting a data sharing collaborative with many partner organizations.

For those organizations like Reading and Beyond, which previously lacked a primary data system to track participant enrollment and attendance across multiple programs and funding streams, nFocus offers TraxSolutions (Trax). In addition to tracking participation in programs, Trax allows organizations to create detailed case plans, establish participant goals, assess individual progress by monitoring survey responses and metrics, evaluate the combined progress towards program- and organization-level objectives, and identify and analyze trends that can effectively contribute to service delivery.

Data from Trax, combined with data uploaded by other partner organizations, will be analyzed in Community Server, a data aggregating tool which gives a holistic, real-time view of the community’s needs, as well as its social programs and services. With access to real-time, comprehensive, longitudinal data, Reading and Beyond will move toward data-driven decision making that will benefit their participants and the community.
FUNDRAISING 2012-2013

Funders and Grantors
Action Donation Services
AIMS Education Foundation
Anthem Blue Cross
AT&T
Baker, Peterson & Franklin, CPA, LLP
Bank Of America
Boys and Girls Clubs of Fresno County
Brinker International
California Department of Education
Central Unified School District
Central Valley Afterschool Foundation
Clovis North High School
Coalinga/Huron Unified School District
Comcast
Educational Employees Credit Union
Families in Schools
First 5 Fresno County
Fresno County Department of Behavioral Health
Fresno County Department of Social Services
Fresno County Office of Education
Fresno Regional Foundation
Fresno Unified School District
Fresno Wesley Foundation
Goodsearch.com
Health Net of California, Inc.
J.E. Fehsenfeld Family Foundation
James Irvine Foundation
Kaiser Permanente
Kerman Unified School District
Lifetouch National School Studios
Madera Unified School District
Mendota Unified School District
Merced City Schools
Modesto City Schools
PG&E Corporation Campaign for Community
Real-Time Outsource
S.H. Cowell Foundation
San Joaquin Valley Workforce Funding Collaborative
Save Mart SHARES
Sebastian Trust
U.S. Department of Education Union Bank
United Way of California
United Way of Fresno County
Walmart
Wells Fargo Bank
West America Bank

Donors
Balch, Elliott
Banner, William P.
Barrett, Grant
Boyce, Teresa & Daniel
Brietigam, George & Lynette
Camp, Greg & Esther
Cavazos, Beatrice
Chavez, Luis
Dews, Mary Ann
Dhindsa, Harinder
Estrada, Jennifer
Farber, Francine
Flores, Rogelio & Flavia
Garcia, April
Hall, Margaret & James
Heth, Dave & Sue
Huey, Ann E.
Johnson, Eric & Pam
Elizabeth “Libby” Meux (1939-2013)
A long-time volunteer, Libby was dedicated to our mission and was always there for us and for her community. Many of our friends have honored her with donations in memoriam.

Support from donors enable us to continue our mission. Reading and Beyond thanks everyone who supported us in 2012-2013.

In Memory of Elizabeth “Libby” Meux
Aller, Elizabeth
Breckenridge, Blayney
Childers, Terri
Clark, Barbara & Bruce
Corbett, Martha
Cummings, Kaye
Docker, Christie & Rick
Eaton, Mrs. Robert
Ellithorpe, Peggy & Lindsay
Elvera Schmidt & Laura Roberts
Fisher, Susan
Frye, Virginia
Gerdt, Marvin & Janice
Harris, Harriett & James
Hays, Kyle, Lynn
Hays, Christine
Huebert, Robert & Katherine
Jacobson, S.E. & J.O.
Koehnen, Jim & Joan
Lavall III, Claude
Lewis, Harry
Miles, Mary Graham
Mohler, Ana Maria & Thomas
Murach, Mike & Georgia
Nimmo, Gerald & Deanna
Norman-Shaul, Valerie
Oatman, Judith
Overstreet, Dave & Ginny
Sanders, Royce & Patty
Scott, Everett & Beverly
Starkweather, Jerry
Taylor, Dana
Threlkeld, Barbara
Valorosi, Debra
Van Rozeboom, Babette
Walcott, Melody & Steven
Watson, Elizabeth
Waugh, J.L. & G.S.
Weaver, Don & Sheryl
Wendel, Annette
Whitley, Robert & Mary
Wissler, Elizabeth

If we misspelled or omitted your name, please notify our office.
VOLUNTEERS
July 1, 2012 - June 30, 2013

Aceves, Miriam
Aceves, Mayra
Alonso, Marisa
Alvarez, Sal
Amaro, Celia
Analisa, Josie
Armstrong, Nicole
Arrellano, Melissa
Beltran, Aida
Bennett, Eleanor
Bidegain, James
Blaine, Ellen
Boginski, Elina
Boissonneault, Linda
Brase, Elisa
Briones, Christina
Bryson, Joy
Bullock, Brooke
Cabral, Fabiola
Campos-Mata, Giovanna
Cardosa, Kaylee
Cassarrubias, Jesenia
Castillo, Christina
Castillo, Henry
Ceballos, Mana
Centeno, Joseph
Cha, Richard
Chau, Linh
Chau, Sam
Chen, Suzanne
Chubb, Amy
Cisneros, Maria
Corets-Flores, Laura
Coronel-Lopez, Lupe
Cortez-Aurora, Aurora
Cortez, Israel
Cortez, Laura
Dadian-Fahney, Kaitlyn
De Leon, Alfredo
De Leon, Eddie
Denio, Jeanette
Desabelle, Alyssa
DeZubria, Andrea
DeZubria, Maya
Diaz, Jasmine
Doerksen, Sarah
Dominguez, Jessica
Downs, Lauren
Doyle, Kayla
Fallon, Ashley
Fallon, Hally
Fernandez, Evelyn
Fields, Jessica
Fiester, Shirley
Flores, Raul
Garcia, Ana
Garcia, Ilse
Garcia, Laura
Gill, Christopher
Goodwin, Gerdaline
Gonzales, Corina
Gonzalez, Josie
Gonzalez-Alfaro, Monica
Ham, Hun
Hawkins, Charline
Henry, Marquesha
Hernandez, Anna
Hernandez, Aurora
Hernandez, Miguel
Hernandez, Robert
Herrera, Erik
Hoagland, Sally
Holdsworth, Aubree
Holiman, Iyesha
Hovanessian, Nyrie
Howland, Karen
Huang, Lawrence
Huang, Ray
Huff, Allison
Huffman, Stephanie
Ibarra, Wendy
Irwin, Maggie
Jacinto, Veronica
Jacobo, Alma
Jalomo, Sarah
Jenkins, Jessica
Johnson, Brooke
Johnson, Jeanette
Johnson, Piper
Jones, Fallon
Keeler, Cree
Keith, Donald
Kevorkian, Niel
Khang, Danielle
Larson, Terri
Lee, Kong
Leon, Briceida
Lewellen, Carolyn
Lewis, Sherry
Lockhart, Joanna
# Financial Summary

**Assets** $3,932,612  
**Liabilities** 603,295  
**Net Assets** 3,329,317

### Revenue
- Contributions: 27,332
- Grants & Contracts: 419,176
- Government: 2,347,825
- Program Service Fee Revenues: 95,733
- Donated Goods & Services: 627,799
- Rental Income: 91,276
- Fundraising: 5,064
- Investment Income: 44,439
- Miscellaneous: 2,510

**Total Revenue**: 3,661,154

### Expenses
- Wages: 1,925,901
- Other Employee Benefits: 230,228
- Payroll Taxes: 195,768
- Supplies: 131,348
- Consulting: 94,500
- Special Program Expenses: 84,038
- Utilities: 71,777
- Depreciation: 50,959
- Travel/Conference: 39,451
- Insurance: 18,875
- Legal & Accounting: 18,300
- Rent & Janitorial: 17,764
- Printing & Copying: 13,240
- Telephone & Internet: 9,135
- Miscellaneous: 6,821
- Dues & Subscriptions: 6,066
- Fingerprinting: 5,301
- Outreach/Volunteer Retention: 5,108
- Payroll Processing & Bank Fees: 5,039
- Contracted Instructors: 2,900
- In-Kind Expenses
  - Services: 512,473
  - Books & Supplies: 21,502

**Total Expenses**: $3,466,494

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Program Expense: 84.9%  
Administration: 15.0%  
Fundraising: 0.1%

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