As I started writing this, I was on an airplane wearing a mask to cover my mouth and nose, just like all the other passengers. This is now a new habit that all of us are supposed to practice at work, church, school, and anywhere we interact with others outside of our household. This is our new “normal”.

Almost every year, when I am drafting this message for our annual report, I say that we had a unique year. Well, this time I am sure nobody will disagree that 2020 was surely unique. I am convinced that decades later, we will be hearing historians unsuccessfully trying to explain what happened in 2020. All I can say is that COVID-19 has shaken not only a neighborhood, city, and country, but the whole world, and we don’t know yet where it will end. Here is just some of the fallout from the pandemic:

- We cannot forget the millions of human beings who contracted the virus and lost their lives, as well as others who contracted the virus, did not lose their lives, but may have developed health issues for the rest of their lives. Although we are very hopeful that the COVID-19 vaccine will give back to us some of the old “normal” life, the truth is that we don’t know if and when that might happen. However, we certainly know that without the COVID-19 vaccine, we have a greater chance of being hospitalized or losing our lives.
- Even though we don’t know the consequential long-term effects of the pandemic, we know that the personal interaction between teachers and students which were held virtually for more than a year will adversely affect those already struggling in our education system.
- We also know that many businesses closed and opened again and again and some scaled back to meet the new requirements without knowing whether they will stay open for good or have to close permanently. During this uncertain time the so-called “essential workers” have provided for all of us no matter how exposed they are.
- Unemployment has reached millions, affecting especially those who weren’t college graduates. Everybody was affected, but not everybody in the same way or the same magnitude.
- While organizations like Reading and Beyond were needed before, we now have become “essential.” We had to adapt to the “new need” by adding services that we had not provided in the past.

As you may know, helping people become self-sufficient has been Reading and Beyond’s emphasis. Providing COVID-19 contact tracing, isolation and quarantine support, housing rental assistance, and food distribution was not part of our original mission when Reading and Beyond was established two decades ago. Nevertheless, because of the strong leadership of our board and dedicated staff, we knew right away that we had to step up and provide these services in addition to what we already were doing.

I hope this report will provide you with a picture of what we accomplished during this very difficult year. This report will demonstrate how we use the grants and donations provided to us to serve our community. Again, Reading and Beyond would not be where it is today without the leadership and support of our Board of Directors as well as past and present staff, team members and volunteers. They believe in the mission of the organization and have worked hard to deliver on those goals. Without all of these dedicated partners we would have been limited in our accomplishments.

To all of you, THANK YOU for your commitment.

Blessings,

Luis Santana
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Blessings,
“To empower children and families to achieve productive, self-reliant lives.”
Dual-Generation Theory of Change

Two Generation Model

Dual-generation approaches focus on creating opportunities for and addressing the needs of both children and the adults in their lives together.

A growing body of evidence illustrates that dual-generation strategies -- which integrate education, employment, parenting and peer support for parents alongside developmental, academic and social supports for children -- are most successful at improving economic mobility for families and education outcomes for children.

Research shows that even modest increases in family income have significant impacts on a child’s math and reading scores, and that children from disadvantaged backgrounds feel the positive effects disproportionately. Therefore, our dual-generation model is based on two key evidence-based insights:

When parents’ incomes increase, so do parental aspirations for their children’s academic achievement, and when parental aspirations increase, children’s educational outcomes improve.
SCHOOL READINESS

PRESCCHOOL

Reading and Beyond Preschool provides early childhood education to low-income families whose parent(s) are either working or in school pursuing a degree and/or a certification. To accommodate the constant need for quality preschool education, Reading and Beyond has two locations serving children ages 2.9 months to 5 years.

RaB Preschool 1 located in Southeast Fresno at the Mosqueda Community Center has two full-day classrooms serving 45 students.

RaB Preschool 2 in Northeast Fresno has two full-day classrooms serving 48 students.

To combat COVID-19, RaB had to significantly reduce classroom size for both sites. In addition, the program had to implement distance learning simultaneously with in-person learning.

ANNUAL REPORT

Total Students Served

93

Students successfully completed the Preschool Program.

100%

1ST EVER DRIVE-THRU GRADUATION!

To combat COVID-19, RaB had to significantly reduce classroom size for both sites. In addition, the program had to implement distance learning simultaneously with in-person learning.

SCHOOL SUCCESS AFTER SCHOOL PROGRAM

Over 70% of the students enrolled in our program increased their reading grade level by at least 1-2 grades.

Laptops were provided to students to allow them to continue distance learning!

SUCCESS STORY

Training volunteers and college work-study students to effectively work with children.

RaB had to close 2 other ASP sites due to COVID-19. RaB would serve over 150-200 students in a year

ANNUAL REPORT - 6

Reading and Beyond Afterschool Literacy Program provides innovative, research-based, and effective learning solutions for children who are struggling with literacy and being able to read at grade level or higher.

The program focuses in three areas: Literacy, Homework, and Enrichment.

Reading and Beyond utilizes volunteers and local college work-study students to work with children in small groups to improve literacy and language skills. This allows us to operate at low-cost with a high impact return. All of our tutors and instructors are trained to provide the most effective strategies to help improve the reading skills of the students. The After-school Literacy Programs are strategically implemented in neighborhoods with below average literacy attainment skills. Our program currently operates in Southeast Fresno at the Mosqueda Community Center, a high concentrated area with generational poverty.
SCHOOL READINESS

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ANNUAL REPORT

Total Students Served

Reading and Beyond Preschool 1 received the top 5 star rating from Fresno County Early Stars Program becoming the Central Valley’s first non-profit to receive such prestige rating. Early Star Ratings make it easier for parents to find quality education.

93 Students successfully completed the Preschool Program.

100% 1ST EVER DRIVE-THRU GRADUATION!

AFTER SCHOOL PROGRAM

SCHOOL SUCCESS

AFTER SCHOOL PROGRAM

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SUCCESS STORY

This year we enrolled a kindergarten student named Blaze. At the start of the program, Blaze’s reading level was assessed using the Developmental Reading Assessment Tool. Blaze was not at the kindergarten beginning reading level; he did not know his alphabet or phonemes sounds. In addition, Blaze was going through personal emotional issues and was not able to express himself verbally. The tutor assigned to Blaze worked with Blaze throughout the year to help him learn basic reading skills and social cues. Blaze was re-tested approximately 5 months after the first test, and results showed that he was now able to read at the kindergarten beginning level. Blaze now has improved in behavior, speech, and reading skills.

TRAINING

Training volunteers and college work-study students to effectively work with children.

RaB had to close 2 other ASP sites due to COVID-19. RaB would serve over 150-200 students in a year.
FAMILY SUCCESS

Glow!

The Glow! Group Prenatal Care and Support Program is an innovative and comprehensive model that incorporates wrap-around services with enhanced prenatal care. This program is rooted in a deep sense of community where women can feel supported and learn from one another while learning from their provider and receiving respectful prenatal care in a positive manner. In September 2019, Reading and Beyond was selected to join the Glow! Contractor Network with two other agencies, Fresno Economic Opportunities Commission (Fresno EOC) and West Fresno Family Resource Center. Each agency has been funded by First 5 Fresno County to serve as Glow! facilitators. Glow! is implemented exclusively under the EMBRACE (Engaging Mothers and Babies; Reimagining Antenatal Care for Everyone) Study. This study will compare 1,300 women receiving individual prenatal care (Comprehensive Perinatal Services Program - CPSP) with 1,300 women receiving Glow! Group Prenatal Care. The hope is that the results of the study will help future patients decide which approach is best providers and policy makers decide which program is best suited to address high rates of prematurity, depression and anxiety, and disrespectful care.

In August 2020, the EMBRACE team was awarded additional PCORI funds for an Enhancement that would allow the EMBRACE Study to pilot a Glow! modified model and CPSP for low-income, primarily Black and Latinx women, during and after the COVID-19 pandemic.

SUCCESS STORY

Adrienne was a 26 years old pregnant working mother of 2 and had been married for 6 years. Adrienne was consistent and committed to Glow! She expressed she kept coming because the Glow! Program was so supportive. She also benefitted from the information she received and she was encouraged. She expressed gratitude for the groceries, gas stipends, diapers and formula. Adrienne completed the Glow! Program receiving her certificate of completion. But best of all, her baby girl was born healthy at 7 lbs. 12 ozs.
**LOCAL DENTAL PILOT PROJECT**

The Local Dental Pilot Project (LDPP) ended in December 2020; it was a four-year (4) grant part of the statewide Dental Transformation Initiative. The mission of the program was to assist families locate a dental home to increase access and utilization of dental benefits for children ages 0-20 years. With the collaboration of the Fresno County Dept of Public Health (fiscal agent), EOC, schools and other CBOs, the LDPP program empowered families to receive quality care at a dental home.

Tooth decay is the most common chronic disease and one of the greatest unmet health need among children. Leaving dental health problems untreated can affect a child’s quality of life and education by causing pain, speech issues, poor school performance, increase absences and etc. Research shows that at least 10% of children have not had a dental visit in 2015-2016. Within the 4 years of the Pilot, RaB and partnered organizations were able to provide a long lasting high-impact in the community.

### LDPP Findings and Program Impact

- **9,610** children received dental care
- **4,000 +** children visited the dentist at least once during the duration of the pilot.
- **10,000 +** Appointments Made for Dental Care
- **3,000 +** Children visited the dentist on a continuous basis for further care

### Program Ended: 2020

- No show rates **decreased** from 64% to 49%

**SUCCESS STORY**

A group of health educators presented the LDPP program and services at a Resource Center in Sanger for a parent coffee hour. After the presentation, some flyers were left for parents as an additional resource. Someone working at the center knew of an individual who they thought could benefit from this program. A parent called into the office and was referred to the LDPP team.

The parent had a 20-year-old special needs son who was in discomfort and pain and had not seen the dentist in a few years. He is nonverbal and had a lot of fear and anxiety about visiting doctors and dentists. After getting as much information as possible and getting to know the family, our staff set up transportation services and a dental appointment. However, after the first visit, the client was not cooperative and needed to visit a dentist with more expertise to provide the service. Our staff had to find a provider who could provide sedative. The young man was scheduled for surgery in Fresno. The surgery took place, and he had his four wisdom teeth removed. As a result of proper care coordination between our staff and the dentist, the son is no longer in pain or discomfort, and the parent was at ease knowing where to take her son and who to contact in the future for dental care.
CALIFORNIA FOR ALL - LISTOS

A statewide initiative housed at the Governor’s Office of Emergency Services (Cal OES) to prepare and empower California’s most vulnerable population for disasters and emergencies. The Listos (Ready) California Emergency Preparedness Campaign was set to provide resiliency among the most vulnerable populations in areas with a high risk for natural disasters. With the collaboration of FRESNO-CERT the Listos program was able to connect and provide emergency and preparedness to individuals, which will have a long-lasting impact. COVID-19 made it more evident that the most vulnerable population is not prepared. Reading and Beyond started providing on line LISTOS basic course to community members in place of in-person.

Training workshops were provided to individuals and families to ensure they are ready for natural disasters and emergencies such as wildfires, floods, and earthquakes by providing emergency preparedness workshops and information.

**Highlights:**

- Provided culturally appropriate 4hr Emergency Preparedness training to families and community members.
- Community Outreach to reach the most vulnerable populations to provide accessible and culturally appropriate information on disaster readiness to over 2000 families.
- Equipped community members with the essential emergency preparedness tools to ensure they are LISTOS (Ready)!

**Program Ended - 2020**
FAMILY ADVOCACY SERVICES

Family Advocacy Services is a partnership between Fresno County Department of Behavioral Health and Reading and Beyond. The primary function of the program is to assist family members and their support systems in coping with the mental illness of their loved one through the provision of information, education and support. In addition, the Family Advocacy program provides information and assistance to family members and support systems in their interactions with service providers in the mental health system in an effort to foster and strengthen relationships between them.

The Family Advocacy program:

- Help families and support individuals navigate mental health services available through the County’s system of care.

- Educate family participation in treatment and confidentiality limitations, the rights of the caregivers versus that of the person being served.

- Provide families and support individuals with coping skills, self-care, and stress management resources.

- Advocate for families, including facilitation of communication with service providers.

- Connect families and support individuals to services and resources for themselves as supporters, including referrals to the National Alliance on Mental Illness (NAMI).

Impact Results:

172 - unique families served
639 - rendered services

97.1% Families surveyed reported that the family advocates were caring and supportive of their concerns.

100% Families of surveyed reported being satisfied with the services they received from the Family Advocates.

80% Having a better understanding of the mental health services and resources available to them.

SUCCESS STORY

Since August of 2020, the family advocacy team has worked with a family closely as they navigate the difficult terrain that comes with loving and caring for an individual living with severe mental illness. This family has worked with a Family Advocate Navigator (FAN), expressing their concern regarding their loved one’s mental health care. The family was upset as their loved one had been missing and considered in danger due to the state of her mental health. The family felt that this was partly due to the case manager and other mental health staff not having check-ins with her at her group home, or even calling her. Family felt that their loved one was in need of a much higher level of care even before she went missing. FAN assisted family with understanding how to speak to police about their missing loved one, filing a missing person’s report, and connecting them to Fresno NAMI for further support. Once their loved one had been located, it was evident that she was extremely ill and gravely disabled. This was a repeating pattern for this individual, as she had been on LPS conservatorship in the past, and unfortunately, her condition deteriorated once more. Several 5150’s and group homes later, after months of advocacy, education, information relay, and communication with DBH and other contracted providers, the individual was held and placed on temporary conservatorship. This was crucial, as the individual was unable to properly or safely feed, clothe, or shelter herself, and her family was also unable to safely do so for her. Communication with service providers remained an issue that the family had, despite an ROI being in place for a family member. Throughout this process, the family struggled with feelings of fear, anger, guilt, and sadness. They wanted their loved one to be safe, healthy, and on the road to recovery, whatever that may look like for her. However, they felt their concerns were not being taken seriously, and they felt that because their loved one “does not look the part” of someone with SMI, that she was not getting the appropriate level of care that she needed. With support, resources, advocacy, and persistence, and the hard work of the DBH staff, their loved one has now been placed on LPS conservatorship. The family has reported many times since that they feel they can finally sleep at night knowing that she is safe, and they won’t wake up to phone calls that she is missing or in danger again. The family has expressed that they desperately want their loved one home with them, and believe that it is possible, thanks to her receiving the care she needs for the next year. The family has stated that they wanted to be heard more than anything, and they feel that the Family Advocacy Services program not only listened, but gave them a voice.
The California Bridge Academies started in Fresno in 2010 and has grown to include additional versions of the original model. These additional models allow us to extend our reach and increase our ability to target diverse community needs. All programs focus on providing holistic, family up services to individuals in poverty. This approach allows Career and Family Navigators the flexibility to address different types of barriers so that the chances of educational and employment success increases for the entire family. Our goal is to develop relationships of trust with our families so that steps towards self-sufficiency can be achieved. We do this by helping our families:

1. Understand their strengths, interests and support systems
2. Identify areas of improvement and/or barriers to success and
3. Draft plans to achieve barrier resolution and educational/employment success

The vision for California Bridge Academies programs is to achieve integrated services across programing and across direct service providers so that families have stronger levels of support along their pathway to self-sufficiency. We understand that success and self-sufficiency looks different for each individual we serve and our goal is to have a system of service that can take a family on regardless of where they are and help get them to a point further along the spectrum of self-sufficiency.

County partnered CalFresh Employment and Training programs (Fresno Bridge Academy, Kings County Bridge Academy, Madera Bridge Academy) offers 18-months of program to help bridge qualified and motivated individuals to services such as job search assistance and vocational training. Clients work with a Career and Family Navigator to determine and eliminate barriers that may be keeping them and their families from success and self-sufficiency.

Program staff continued delivering employment and training services despite COVID challenges. Our staff not only provided regular services but expanded services to include support during one of the most challenging years to date. Our California Bridge Academies also on boarded two new programs during the pandemic. One of them is the Irvine Upskilling program and the other is our Prosperity Coaching program.

Programs:

**Upward Mobility Pathways** focuses on college level success by offering third party, off campus support to clients enrolled in vocational, accredited certificates or degrees and who attend partnered junior colleges.

**Irvine Upskilling** program focuses on finding and helping previously enrolled, low-income, college students return and complete college degrees. Our goal is to help our families create a support system that includes both on and off campus services to ensure that their return to college is one that ends in success.

**Prosperity Coaching** assesses the needs of a person/family, beginning with most urgent needs and utilize that work to establish a relationship of mentorship and guidance to connect individuals to community programs and services.
Success Story

At intake, our participant was unemployed and interested in completing vocational training. This client had graduated from high school in 2018 and had been working seasonal jobs since then. She was growing very tired of working seasonal, temporary jobs and wanted to obtain a career job. This client shared with her Career and Family Navigator (CFN) that she wanted to work in the medical field. They discussed training and employment options and she decided to work towards Medical Assistant program and obtain employment at one of the local clinics. She had a short list of employers in mind and that included the Family Health Care Network.

During the clients first five months of service, she enrolled and completed her medical assistant vocational training at Sanger Adult school. While she was going to school, her CFN prepared her for her job search and employer expectations by reviewing job postings in the medical field of work. The client was fortunate to be placed with the Family Health Network, one of her desired employers, for her trainings externship requirement. The client and the CFN maintained constant communication during her externship and completed quarterly assessments of her strengths and barriers to ensure successful completion. They also discussed soft skills and job readiness to ensure she was taking opportunities to highlight her strengths while on the job. Prior to the completion of her hours, the client shared she was offered a position with the Family Health Care Network. She would transition to the permanent positions once successfully completing her externship and Medical Assistant program.

After starting her new position in her field of study, the client continued establishing plans toward her path of becoming a registered nurse. She enrolled at West Hills Lemoore where she will continue working on her Associates of Science degree in nursing while maintaining her full time job.

Impact results

<table>
<thead>
<tr>
<th></th>
<th>2,000+</th>
<th>946</th>
<th>251</th>
<th>220</th>
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<tbody>
<tr>
<td>Referrals were made to community partners</td>
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<td>Families Served during 2020-21</td>
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<td>Families enrolled in to training programs</td>
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<td>Families obtained employment</td>
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“PREPARING INDIVIDUALS FOR SUCCESSFUL CAREERS TO IMPROVE ECONOMIC GROWTH”. 
RENTAL ASSISTANCE

This is a federally funded program through the City of Fresno to mitigate financial impacts and prevent future homelessness for those that have suffered as a result of the COVID-19 pandemic. Reading and Beyond is one of the six community based organizations working with the City of Fresno processing applications for the Housing program and served over 1,500 clients who have been financially impacted by COVID-19 since the start of the program in July 2020.

FOOD DISTRIBUTION

“Providing food and fresh produce to families in a critical time in need.”

In partnership with the City of Fresno through the CARES act relief, Reading and Beyond launched a Food Distribution program in response to the food insecurity intensified by the COVID-19 pandemic. The program was initiated to provide the most vulnerable population affected by COVID-19 with accessible groceries while connecting them to community resources. The Food Distribution program occurred at the Mosqueda Center in Southeast Fresno, which has historically been a disadvantaged community.

RaB Food Distribution took place bi-monthly and reached approximately 1,000 community members every time.

12,200+

Culturally appropriate food boxes handed out to families along with other resources such as: PPE, Emergency Preparedness Information, dental kits & more.

COVID-19 EQUITY PROJECT

The community-based organizations (CBOs) that are part of the Immigrant Refugee Coalition (IRC) have risen to meet the need of immigrant and refugee communities during the COVID-19 pandemic through a variety of activities. Each partner established deep and meaningful relationships with the communities it represents, including elders and other community leaders.

The IRC has worked together addressing social determinants of health in Fresno County and quickly shifted to function as a COVID-19 Equity Project response team for immigrant and refugee populations. Together, the IRC developed the COVID-19 Equity Project to ensure that the most isolated have access to the information and resources they need to keep themselves and their families safe from COVID-19.

COLLEGE SUCCESS

To ensure the success of incoming and current college students, RaB provided a one-time grant to 59 students as immediate relief due to COVID-19 to provide students the ability to have adequate technology to transition to distance learning.
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COVID-19 PROGRAMMING RESPONSE
In the midst of COVID-19, Reading and Beyond continues to build foundation for children and families.

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"Providing food and fresh produce to families in a critical time in need."

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THANK YOU VOLUNTEERS!

It takes a village to raise a child and support parents.

Mary Bredeman  
Victoria Markham  
Francesca Mirque  
Kimberly Keblish  
Jonah Landeck  
Camryn Farinsky  

Caroline Lea  
Primitivo Lopez  
Keely Aguilar  
John P Castillo  
Narine Pilosyan  
Amber Flores  

Teresa Magana  
Serenity Saetern  
Pamela Vue  
Oriana Lawless  
Antonio Guerrero  
Melissa Espinoza  

Ryan Mora  
Shondari Stafford  
Araceli Ramirez  
Haley Yang  
Tristin Baeza  
Alexis Martinez  

Caitlin Brady  
Lazette Montez-Gama  
Emma Cantor  
Yissel Serrano-Macedo  
Malorie Niles
THANK YOU TO OUR PARTNERS!

Donors
Angelica & Richard Carpenter
Antonio Avalos
AT&T
Brigg Reilley
Buzz & Faith Nitschke
Central Valley Children’s Services Network
Charles L. Kavanagh
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Daren Stemwedel
Dollar General Literacy Foundation
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Educational Employees Credit Union
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California Department of Education
City of Fresno
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First 5 Fresno County
Fresno Building Healthy Communities
Fresno County DBH
Fresno County DSS
Fresno County Office of Education
Fresno County Superintendent of Schools
Fresno Success
Golden 1 Credit Union
James Irvine Foundation
Kaiser Permanente
Kings County DSS
Madera County DSS
Public Utilities Commission
Rotary Club of Fresno
United Way
Financial Summary as of January 3rd, 2022

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<td><strong>Liabilities</strong></td>
<td>$2,950,765</td>
</tr>
<tr>
<td><strong>Net Asset</strong></td>
<td>$4,277,985</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
</tr>
<tr>
<td>Contributions</td>
<td>$99,263</td>
</tr>
<tr>
<td>Grant &amp; Contracts</td>
<td></td>
</tr>
<tr>
<td>Foundations &amp; Others</td>
<td>$2,535,764</td>
</tr>
<tr>
<td>Government</td>
<td>$2,531,730</td>
</tr>
<tr>
<td>In-Kind Service and Goods</td>
<td>$200,995</td>
</tr>
<tr>
<td>Fundraising</td>
<td></td>
</tr>
<tr>
<td>Investment</td>
<td>$166,026</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$180,917</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
<td>$5,714,695</td>
</tr>
<tr>
<td><strong>Program Expense</strong></td>
<td>91%</td>
</tr>
<tr>
<td><strong>Management &amp; General</strong></td>
<td>9%</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
<td>$5,663,861</td>
</tr>
</tbody>
</table>

17 - ANNUAL REPORT
### Financial Summary as of January 3rd, 2022

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
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</thead>
<tbody>
<tr>
<td><strong>Assets</strong></td>
<td>$7,228,750</td>
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<tr>
<td><strong>Liabilities</strong></td>
<td>$2,950,765</td>
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<tr>
<td><strong>Net Asset</strong></td>
<td>$4,277,985</td>
</tr>
<tr>
<td><strong>Revenue</strong></td>
<td></td>
</tr>
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<td>$99,263</td>
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<td>Grant &amp; Contracts</td>
<td>$2,535,764</td>
</tr>
<tr>
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<td>$2,531,730</td>
</tr>
<tr>
<td>Government</td>
<td>$2,000,995</td>
</tr>
<tr>
<td>In-Kind Service and Goods</td>
<td>$200,995</td>
</tr>
<tr>
<td><strong>Fundraising</strong></td>
<td></td>
</tr>
<tr>
<td>Investment</td>
<td>$166,026</td>
</tr>
<tr>
<td>Miscellaneous</td>
<td>$180,917</td>
</tr>
<tr>
<td><strong>Total Revenue</strong></td>
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<tr>
<td><strong>Wages</strong></td>
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<tr>
<td>Other Employee Benefits</td>
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<tr>
<td>Payroll Taxes</td>
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<tr>
<td>Subcontractor Expense</td>
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<td>Supplies</td>
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<td>Depreciation</td>
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<tr>
<td>Travel/Conference</td>
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<tr>
<td>Consulting</td>
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<td>Accounting</td>
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<tr>
<td>Special Program Expenses</td>
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<tr>
<td>Insurance</td>
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<tr>
<td>Rent &amp; Janitorial</td>
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<tr>
<td>Printing &amp; Copying</td>
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<td>Payroll Processing &amp; Bank Fees</td>
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<tr>
<td>Telephone &amp; Internet</td>
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<tr>
<td>Contracted Instructors</td>
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<tr>
<td>Marketing and Public Relations</td>
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<tr>
<td>Licenses &amp; Fees</td>
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<tr>
<td>Special Events Expense</td>
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<td>Dues &amp; Subscriptions</td>
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<td>Fingerprinting Outreach</td>
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<tr>
<td>Volunteer Retention</td>
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</tr>
<tr>
<td><strong>In-Kind Expense</strong></td>
<td>$200,995</td>
</tr>
<tr>
<td><strong>Total Expense</strong></td>
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</tr>
</tbody>
</table>

**Program Expense**

91%