

2017 Communities In Schools Financial Summary



Communities
In Schools

Leadership Message

Communities In Schools (CIS) founder Bill Milliken invoked a 100-year vision of how our society can be transformed if we could have an impact on students that could stand as an evergreen against changes in politics, policy and environment. He proposed this vision could be achieved through the delivery of five basics - a set of essentials that every child needs and deserves. Those basics are:

1. A one-on-one relationship with a caring adult.
2. A safe place to learn and grow.
3. A healthy start and a healthy future.
4. A marketable skill to use upon graduation.
5. A chance to give back to peers and community.

Now, having passed our 40th anniversary, we have witnessed many changes – good and bad – in our country and our education system, yet these five basics still hold true for students in low-income communities across the country to be successful in school and in life. For this generation of Communities In Schools, the challenge is for us to continue to amplify our work; reach more students; and shape the American education system into one that is welcoming, holistic and able to produce citizens who care deeply and act positively on their future and their community.

To that end, in 2017 the CIS family coalesced around an ambitious plan on this leg of the 100-year vision. That plan was created with input from our national and network staff, and with guidance from the national board of directors. Thanks to their hard work we have both a vision and a blueprint for the future.

The vision is that every child in need in America will have a community of support in and outside the classroom. The result of this planning and coordination is that for the next five years we will strive to ensure that the work we do, called Integrated Student Supports, is visible and available in the highest need communities. Our plan is called OPERATION NOW. We will accomplish the goals in our vision in four key ways:

- First, we will expand our reach in communities where we currently work as well as in new communities where we want to make a difference for children.
- Second, we will drive greater impact in the communities that we serve through increased rigor and evaluation that helps inform our interaction with students. From that research we will be able to innovate with new tools and resources that make the work more effective and efficient.
- Third, we will sustain our work by ensuring that our network has the right people, structure and supports to carry out the work for the long run as well as the ability to secure diverse funding sources.
- Finally, as a through-line for the first three opportunities, our commitment as an organization is to meet the students where they are. This means ensuring our work and the people and processes that drive it are inclusive of everyone's thinking, diverse in practice and provide a platform for equity – thereby allowing students to be fully seen and embraced by their communities.

This Financial Summary represents our pivot and retooling of the organization to face the next phase of the 100-year plan. We stand on a strong foundation of success with the students we serve as evidenced by our end-of-year results, our vibrant network and strong financials.

As you can see in this report, through your support and the support of others who care deeply about student success, we are in a strong position to carry out our goals. We thank you for your ongoing support and hope that you continue to help create the environment that makes every child's dream be within reach.



A handwritten signature in black ink, appearing to read 'Dale Erquiaga'.

Dale Erquiaga
President & CEO



A handwritten signature in black ink, appearing to read 'Steven McCullough'.

Steven McCullough
Chief Operating Officer

Board of Directors

CHAIRMAN

Elaine Wynn
Elaine P. Wynn and Family Foundation

FOUNDER AND VICE CHAIRMAN

William E. Milliken

Christopher F. Allwin
Bellus Capital

Robert H.B. Baldwin, Jr.
Heartland Payment Systems (retired)

Martin R. Castro
Castro Synergies, LLC

James Cox Chambers
Field Hands Productions

Gerald Croan
Third Sector Capital Partners, Inc.

Kimberly B. Davis
National Hockey League

Joseph DiDomizio
Hudson Group

Daniel A. Domenech
American Association of School Administrators

Arne Duncan
Emerson Collective

John R. Ettinger
Davis Polk & Wardwell LLP (retired)

Pascal Fernandez
Altria Client Services

Michael B. French
Marketing Executive (retired)

Michael Keithley
United Talent Agency

Jillian Manus
Structure VC

John Nixon
ICAP® (retired)

Jonathan G. Powers

Rey Saldaña
City Council of San Antonio, TX

Leonard Stern
Shepardson Stern + Kaminsky

Daniel Sullivan
Party City

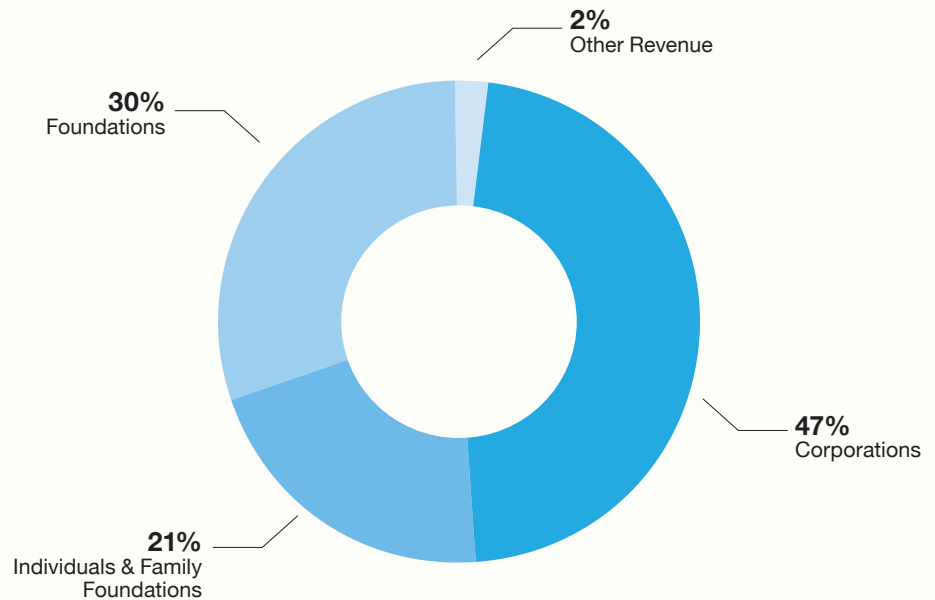
Donna Weiss

Sherrie Rollins Westin
Sesame Workshop

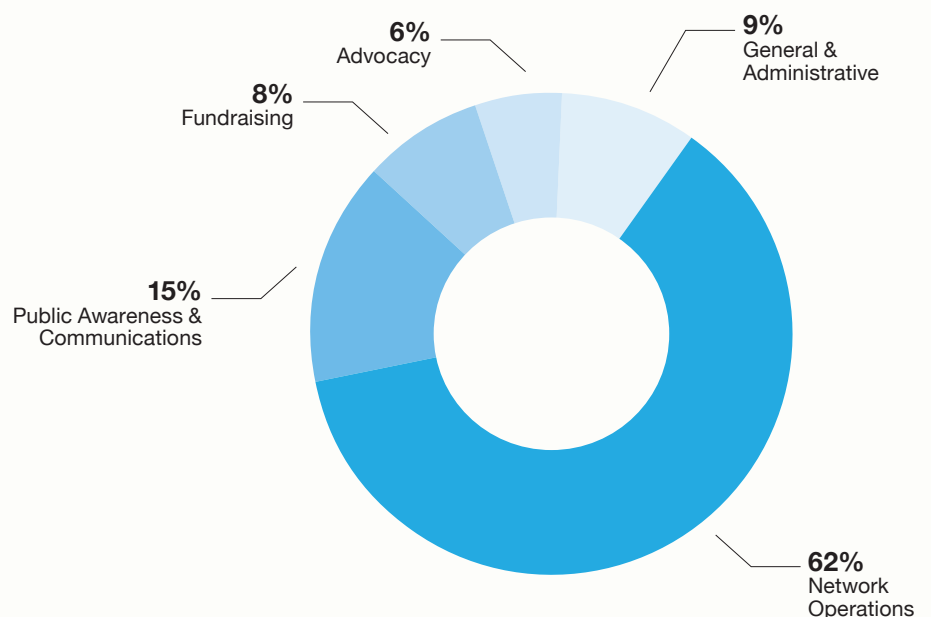
Linda Gale White
Former First Lady of Texas

Financial Snapshot

Support and Revenue*



Expenses*



*Excludes in-kind contributions/services

Fiscal Year 2017

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Year Ended September 30, 2017

SUPPORT AND REVENUE

Contributions:

| | |
|--------------------------------------|---------------------|
| Foundations* | \$6,167,425 |
| Corporations | \$9,412,171 |
| Individual/Family Foundations | \$4,216,098 |
| Other Revenue | \$370,176 |
| Sub-Total Support and Revenue | \$20,165,870 |
| In Kind Contributions** | \$3,676,141 |
| Total Support and Revenue | \$23,842,011 |

EXPENSES

Program Services:

| | |
|------------------------------------|---------------------|
| Advocacy | \$1,305,368 |
| Communications & Public Engagement | \$3,109,745 |
| Network Operations | \$12,845,668 |
| Total Program Services | \$17,260,781 |

Supporting Services:

| | |
|----------------------------------|---------------------|
| General and Administrative | \$1,904,481 |
| Fundraising | \$1,673,013 |
| Total Supporting Services | \$3,577,494 |
| In-Kind Services** | \$3,676,141 |
| Total Expenses | \$24,514,416 |

| | |
|---|---------------------|
| Change in Net Assets from Operations | (\$672,405) |
| Investment Income (Loss), net | \$3,956,239 |
| Change in Net Assets | \$3,283,834 |
| Beginning Net Assets | \$48,137,239 |
| Ending Net Assets | \$51,421,073 |

STATEMENT OF FINANCIAL POSITION

Year Ended September 30, 2017

ASSETS

| | |
|-----------------------------------|---------------------|
| Cash and Cash Equivalents | \$8,969,039 |
| Cash Held for Restricted Purposes | \$128,936 |
| Investments | \$36,181,736 |
| Pledges Receivable, Net | \$7,633,241 |
| Government Grants Receivable | \$152,565 |
| Other Assets | \$647,196 |
| Fixed Assets, Net | \$349,257 |
| Total Assets | \$54,061,970 |

LIABILITIES AND NET ASSETS

Liabilities:

| | |
|--|--------------------|
| Accounts Payable and Accrued Liabilities | \$1,865,650 |
| Deferred Rent | \$775,247 |
| Total Liabilities | \$2,640,897 |

Net Assets:

| | |
|---|---------------------|
| Unrestricted | \$6,806,038 |
| Temporarily Restricted | \$19,604,955 |
| Permanently Restricted | \$25,010,080 |
| Total Net Assets | \$51,421,073 |
| Total Liabilities and Net Assets | \$54,061,970 |

Communities In Schools' fiscal year began October 1, 2016 and ended September 30, 2017.

**Does not include family foundations.*

***In-kind contributions/services consist of donated media and donated strategic planning services.*

Our Stewardship

Communities In Schools is deeply grateful to all who support our work. Every dollar makes a difference for every child, and we are committed to the highest standards of transparency, efficiency and stewardship.

LUMINARIES

Anonymous in memory of Governor Mark White

Ahold USA

Altria Group

American Express Foundation

AT&T

Robert H.B. Baldwin, Jr. and Margaret J. Sieck

Ballmer Group

Bank of America Charitable Foundation

Capital One Foundation

The Annie E. Casey Foundation

James Cox Chambers

Anne Cox Chambers Foundation

Chan Zuckerberg Initiative

The Edna McConnell Clark Foundation

Costco Wholesale

FCA Foundation

Ford Foundation

Glamour's The Girl Project

Hudson Group

W.M. Keck Foundation

The George Lucas Family Foundation

Jillian Manus

John D. Nixon

Robertson Foundation

The Wildflower Foundation, Inc.

Elaine Wynn through the Elaine P. Wynn & Family Foundation

VISIONARIES

Anonymous

Nancy Blood

David and Mary Boies

Gerald Breslauer and Joyce Klein

Frank Brown

James and Susan Cole

Jerry Croan

Joseph and Lucrecia DiDomizio

Dale Erquiaga

John Ettinger and Linda Simpson

Mike French

Gleason Family Foundation, Inc.

Greater New Orleans Foundation

Johnson Charitable Gift Fund

JPMorgan Chase & Co.

Lewisville Independent School District

Andrew Medvedev

Ron Meyer and Kelly Chapman

Phyllis Moldaw

Pamela and Pierre Omidyar

Prepango LLC.

Reliant Info Security Inc.

Elizabeth Ring and William Gwinn Mather Fund

SS&K

Starbucks Coffee Company

Lenny and Lauren Stern

Dan and Renee Sullivan

TNG GP

Jason and Donna Weiss

David and Sherrie Westin

Anthony and Jen Whitworth

PIONEERS

Anonymous

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Joanne and Hank Asbill

Whitney Baldwin

William and Eileen Blancato

Dustin Brooks

Joy Bryant

Daniel J. Cardinali and Scott E. Mitchell

The Causeway Agency

Amelia Charamba

CHI Management Group, LP

Lillian Clementi

Frederick Dearborn

DeVry Education Group

Michael Dunitz Crisis Foundation, Inc

Eby-Brown Company, LLC

Pascal Fernandez

Jane and Ray Franklin

Sam and Wendy Frieder

David Gantsweg

Nigel Goldenfeld

Susannah Grant

Grant Tani Barash & Altman, LLC

Ann and Will Gregory

Nan Haberman

Chris Hamilton

Dianne Hasselman

Marilyn and David Heebner Foundation

Kendall Houghton

Rebecca Ichord

Jetway Snacks

Deanna Kangas

Thomas Klitgaard and Kyle Staver

Korth Constructions

Mr. and Mrs. Edward Kritzman

Lefanowicz Family Foundation

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Karen and Peter MacKinnon

Mars, Inc.

Lauren Marx-Abel

William and Jean Milliken

Laurey Millspaugh

Debra Montanino and Joan Sherman

Morgan Stanley

Mutual of America

Katie Nelson

Kathryn Nichol

Dawnrae Oliveira

Jeanne Oliver

Pinnacle Designs

Virginia and Jonathan Powers

Kathy Raseman

Resnick Distributors

Greg Ribakove

Ann Rogers

Anne Rutherford Family Charitable Fund

Aashish Samat

Stephen Saudek

Rebecca Sawyer

Peter Schwartzman and Anne Buehl

Paul Scott

Paul Selvin and Kathy Maniates

David and Kristin Shapiro

Jeffrey Sherman

David Shilling

Beatrice Shina

Michael and Sara Shircliff

Arthur and Beverly Shorin

Teixeira Family Foundation

Texas Gulf Coast CFC Community Health Charities

Olin G. Thurston

Total Class Solutions LLC

Joseph Tyo

Janet Weller

Gordon Westdahl

Jeff White

Linda Gale and Mark* White

*In Memoriam

To make a secure donation to Communities In Schools, please visit www.communitiesinschools.org/donate. To leave a lasting legacy through a bequest or planned gift, please contact Tim Plant, Vice President of Philanthropy and Engagement, at 703.518.2579 or plantt@cisnet.org.

How Can You Help?



DONATE



ADVOCATE



VOLUNTEER

Visit CommunitiesInSchools.org to learn more.

