Leadership Message

The 2019-2020 school year has been a challenging year of change for our students, their families and communities. They continue to endure a global pandemic and school closures which drastically have altered the ways in which their success is achieved. Parallel to this has been the continuous work of this country in reconciling our principles with our practices as it relates to Black lives for the betterment of all. For the students that we serve, across all of their multi-dimensional backgrounds and characteristics that they bring to the classroom, Communities In Schools® (CIS™) has continued to meet the challenge. Meeting basic needs has always been a part of our DNA. This past year CIS™ strengthened its practices around building stronger developmental relationships, improving our social emotional development practices and building greater continuity in how CIS™ interfaces with school partners.

Our commitment toward creating more inclusive environments that deliver equitable outcomes for students has led our organization on journeys that has deepened our resolve and unity as a network. Building our competency across our network has strengthened our boards, staff and practices that impact students. This has put us on a path to be a more intentional leader in our communities. Diversity is a strength and improving our practices of inclusion will define and set us in the future.

In light of all of this change, CIS™ continues to grow in the number of students we serve through new and interesting ways. Our ambition of creating conditions that enable our work to be available to school districts in the country is as high as ever. CIS™ has expanded significantly in states like West Virginia and Texas. We have built a licensing model that school districts can deploy directly and have created a training model for school-based staff to learn how CIS™ works and realize their learnings in school where CIS™ does not yet exist.

Finally, with all of this amazing change we were able to have a successful transition of leadership in March. Rey Saldaña, our new President & CEO, has taken charge of the organization and provides a steady hand in continuing CIS’s momentum and trajectory in a positive direction. His experience and perspective as an alum is everything that Communities In Schools values as an organization and provides an example of what home-grown leadership can do.

With your support, we will continue to grow and serve students across the country in the ways we know best with love, an uncompromising drive to be excellent in our work, and a commitment to bringing out the best in ourselves and our students. Thank you!

Rey Saldaña
President & CEO

Steven McCullough
Chief Operating & Equity Officer
Board of Directors

CHAIRMAN
Elaine Wynn
Elaine P. Wynn and Family Foundation

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William E. Milliken

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

James Cox Chambers
Field Hands Productions

Gerald Croan
Third Sector Capital Partners, Inc.

Kimberly B. Davis
National Hockey League

Joseph DiDomizio

Daniel A. Domenech
American Association of School Administrators

Arne Duncan
Emerson Collective

Pascal Fernandez
Altria Client Services

Michael B. French
Marketing Executive (retired)

Zac Guevara
Capital International Research Inc. (retired)

Jillian Manus
Structure VC

John Nixon
ICAP® (retired)

Darilyn T. Olidge, Esq.
Brightwood Capital Advisors, LLC

Shaquille O’Neal

Carmen Ortiz-McGhee
National Association of Investment Companies

Isaiah Pickens, PhD
iOpening Enterprises

Juan Sepúlveda
Trinity University

Leonard Stern
Sheppard, Stern + Kaminsky

Donna Weiss

Sherrie Rollins Westin
Sesame Workshop

Christopher Womack
Southern Company

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

Jonathan G. Powers
Board Member Emeritus

Linda Gale White
Former First Lady of Texas
Board Member Emeritus

Financial Snapshot

SUPPORT AND REVENUE*

40% Foundations

4% Federal

1% Other

45% Corporate

10% Individual

EXPENSES*

10% Fundraising

4% Advocacy

5% G&A

10% Public Awareness & Communications

7% External Services

64% Network Operations

*Excludes in-kind contributions/services
STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS
Year Ended September 30, 2019

SUPPORT AND REVENUE
Contributions:
- Foundations* $9,449,210
- Corporations $10,386,059
- Individual/Family Foundations $2,283,970
- Grants-governmental agencies $931,674
- Earned Income $832,036
- Other Revenue $303,735
Sub-Total Support and Revenue $24,186,685

In Kind Contributions** $28,290,791
Total Support and Revenue $52,477,475

EXPENSES
Program Services:
- Advocacy $1,470,430
- Communications & Public Engagement $3,409,505
- Network Operations $21,908,529
- External Services $2,407,657
Total Program Services $29,196,121

Supporting Services:
- General and Administrative $3,298,632
- Fundraising $1,774,681
Total Supporting Services $5,073,313

In-Kind Services** $28,290,791
Total Expenses $62,560,225

Change in Net Assets from Operations ($10,082,750)
Investment Income (Loss), net $1,342,067
Change in Net Assets ($8,740,683)
Beginning Net Assets $89,717,657
Ending Net Assets $80,976,974

STATEMENT OF FINANCIAL POSITION
Year Ended September 30, 2019

ASSETS
- Cash and Cash Equivalents $31,172,567
- Cash Held for Restricted Purposes $130,943
- Investments $34,606,676
- Pledges Receivable, Net $15,544,720
- Government Grants Receivable $118,317
- Other Assets $896,526
- Fixed Assets, Net $1,120,190
Total Assets $83,589,939

LIABILITIES AND NET ASSETS
Liabilities:
- Accounts Payable and Accrued Liabilities $1,909,551
- Deferred Revenue $17,224
- Deferred Rent $686,190
Total Liabilities $2,612,965

Net Assets:
- With Donor Restriction $70,504,430
- Without Donor Restriction $10,472,544
Total Net Assets $80,976,974

Total Liabilities and Net Assets $83,589,939

Communities In Schools’ fiscal year began October 1, 2018 and ended September 30, 2019.

*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.

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<th>LUMINARIES</th>
<th>VISIONARIES</th>
<th>SUPPORTERS</th>
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<td>Anonymous</td>
<td>Andiamo</td>
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<tr>
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<td>Stephen and Louise Caruthers</td>
<td>Sarah Axler</td>
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<td>America’s Promise Alliance</td>
<td>Steve Cassaday</td>
<td>Marjory and Peter Bankson</td>
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<td>James M. and Susan Cole</td>
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<td>Anonymous</td>
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<td>AT&amp;T</td>
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<td>Dale Erquiaga</td>
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<td>Chan Zuckerberg Initiative</td>
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<td>Costco Wholesale</td>
<td>Greehey Family Foundation</td>
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<td>Hudson</td>
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<td>Lucky Brand</td>
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<td>George Lucas Family Foundation</td>
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<td>Jillian Manus</td>
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<td>NuStar Foundation</td>
<td>Dr. Quentin Regestein</td>
<td>Anne Rutherford Family Charitable Fund</td>
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<td>Players Coalition Charitable Foundation</td>
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<td>David and Sherrie Westin</td>
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<td>The Wildflower Foundation, Inc.</td>
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<td>Elaine Wynn through the Elaine P. Wynn &amp; Family Foundation</td>
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### SUPPORTERS

- Andiamo
- Sarah Axler
- Marjory and Peter Bankson
- Nathan Brown
- Ellen and Robert Greer
- William Knoll
- KW Property Management & Consulting
- Philip and Linda Lader
- Janet Markman
- Lili Petruzzelli
- Abby Pruitt
- Greg Ribakove
- Rey and Jessica Saldaña
- Peter Schwartzman
- Elaine Scott
- Robert Small
- Linda Gale White

To make a secure donation to Communities In Schools, please visit [www.communitiesinschools.org/donate](http://www.communitiesinschools.org/donate)

To leave a lasting legacy through a bequest or planned gift, please contact Deborah Goode, Major Gifts Officer, at (703) 518-2593 or GoodeD@cisnet.org.
How Can You Help?

DONATE  ADVOCATE  VOLUNTEER

Visit CommunitiesInSchools.org to learn more.