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.

Dale Erquiaga
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Daniel Sullivan
Party City

Donna Weiss

*Excludes in-kind contributions/services

**Financial Snapshot**

**Support and Revenue***

- **Foundations**: 30%
- **Corporations**: 47%
- **Individuals & Family Foundations**: 21%
- **Other Revenue**: 2%

**Expenses***

- **Advocacy**: 6%
- **Fundraising**: 8%
- **Public Awareness & Communications**: 15%
- **Network Operations**: 62%
- **General & Administrative**: 9%

*Excludes in-kind contributions/services
## 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**

**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.

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AT&T
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The Wildflower Foundation, Inc.
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Linda Gale and Mark* White

*In Memoriam

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How Can You Help?

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Visit CommunitiesInSchools.org to learn more.