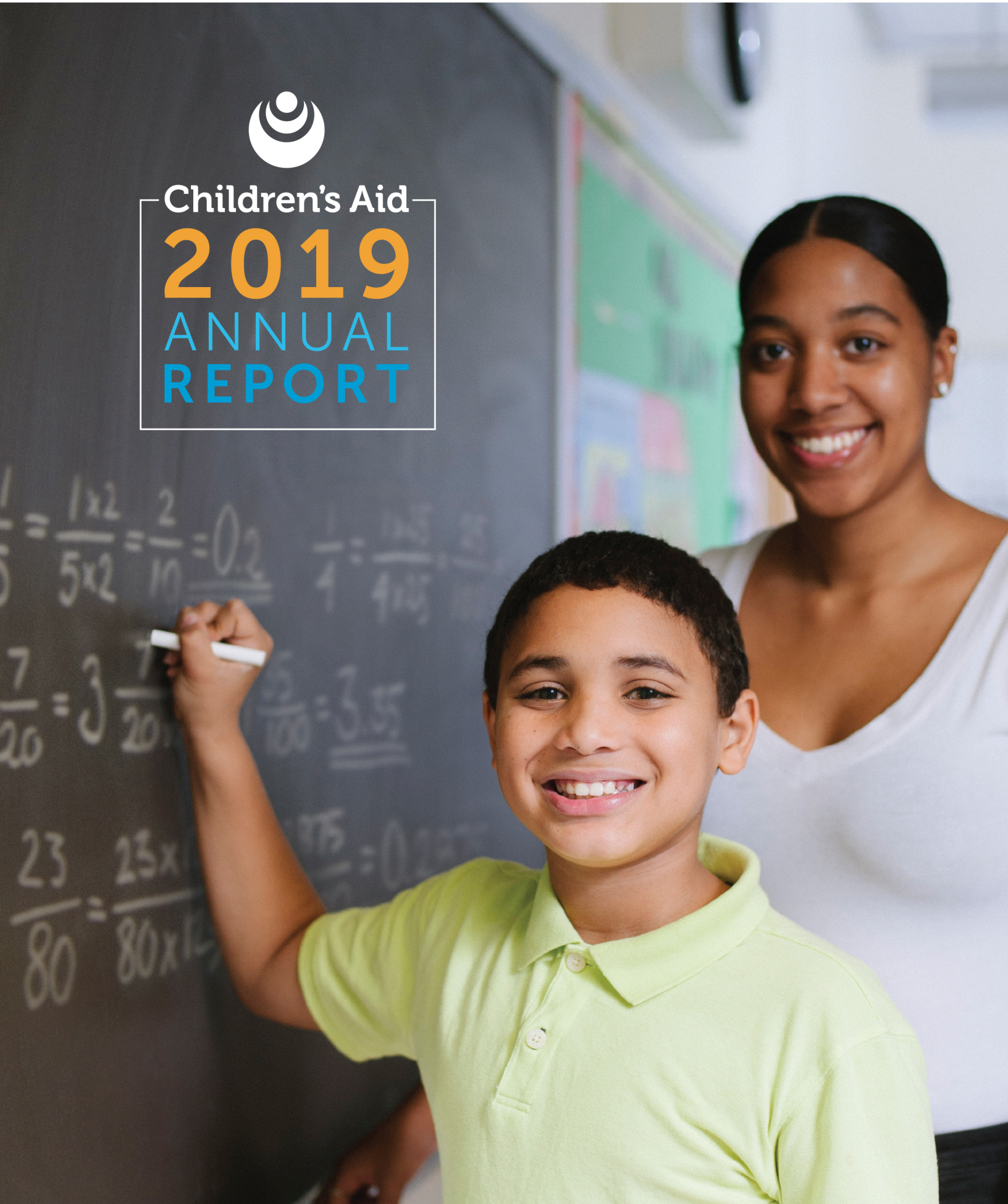


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Children's Aid
2019
ANNUAL
REPORT



Everyday Greatness



DJ and Chardonnay Hartley with mom Charon | Adolescence Program Participants



Children's Aid empowers youth and their families to overcome obstacles and tap into their greatness.

2019 Annual Report

A Message From Our Leadership.....	3
Our Mission, Vision, and 2019 Impact.....	4
Our Approach.....	6
Our Culture and Staff.....	12
Our Supporters.....	14
FY 2019 Patrons.....	16
FY 2019 Financial Report.....	22
Help Make Every Day Great.....	24

Children's Aid Leadership

As of December 31, 2019

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United in our mission to create opportunities for the children, families, and communities we serve.

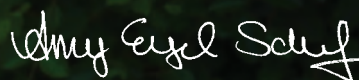
Listen to the stories of the children, youth, and families Children's Aid serves, and it's impossible not to be moved by their determination to persevere against adversity and hardship. In Children's Aid they have a partner helping them break from a cycle of poverty into a world of opportunity.

As an organization, we constantly work to meet their needs, and have taken significant steps to strengthen our infrastructure in order to do so. In 2019, record-breaking milestones in key outcomes proved these steps are working. Consider this: 93% of our early childhood kids met or exceeded developmental milestones; 91% of kids ages 3-7 receiving medical care in our community centers had annual physicals; and 100% of high school graduates in targeted college prep programs who applied to college received acceptances. And one of our preventive services teams, which helps families avoid foster care placements, was ranked #1 out of 550 globally. This is transformational. This is what everyday greatness looks like.

Your role in this success cannot be overstated. Without your support, there is no Children's Aid. Only together, as donors, partners, and staff, can we ensure our programs and services meet the needs of our children — every day.



Phoebe C. Boyer
President and CEO



Amy Engel Scharf
Chair, Board of Trustees



Greatness is something we strive for.

At Children’s Aid, we see greatness every day in our children and their families’ daily effort, grit, and dedication to being the best version of themselves. We see everyday greatness in the generous donations of our supporters, whose crucial commitments to our efforts improve people’s lives. And we see everyday greatness in our own staff, whose hard work and pursuit of best practices lead to profound transformations in the lives of the children, youth, and families we serve. Throughout this report, you will meet some of our young people, supporters, and staff whose courage and selflessness lead to great things, large and small, happening every day.

“Greatness happens when our staff, community, and families join together — each and every day — to empower our young people, and provide them with endless opportunities to thrive.

Phoebe C. Boyer,
President and CEO ”

Our Mission

Children’s Aid helps children in poverty to succeed and thrive. We do this by providing comprehensive supports to children, youth, and their families in targeted, high-needs New York City neighborhoods.

Our Vision

All children have access to the opportunities and supports they need to realize their fullest potential and lead successful, healthy, and productive lives.



In 2019, Children's Aid helped New York City children pursue their everyday greatness by:



Providing a developmental foundation



Stabilizing and strengthening home life



Setting the stage for the transition to adulthood

93% of early childhood participants **met or exceeded their developmental milestones**

98% of families who received one of our family crisis interventions **avoided foster care placements**

100% of high school graduates in our targeted programs who **applied to college received acceptances**

These outstanding results were made possible by:



50,186 children and family members



2,215 staff members



2,520,000 hours worked



40+ program sites



3,914 donors

Learning, growing, and leading take place all day, every day.

From the moment young people wake up to the moment they fall asleep, they are constantly growing, and eager to absorb lessons around them. That's why Children's Aid works in every possible way to ensure that kids living in poverty spend their youth tapping into the greatness of their potential and the success that follows.



In Fiscal Year 2019, Children's Aid served 50,186 children and family members.

Children's Aid has three comprehensive, data-driven core areas of focus:



Academic and Social-Emotional Learning

Comprehensive services that range from early childhood programs, which establish an early love for learning, to college counseling, which paves the way to academic and professional achievement.



Health and Nutrition

A full array of physical, dental, and mental health services, because when children are healthy, they're better equipped to learn and grow up to be strong and productive.



Family and Community

Supports for children, parents, and guardians, because children thrive when their homes are happy, and their networks are robust.

Children's Aid serves children and their families at more than 40 program sites across New York City.

- Bronx Career and College Preparatory High School
- Bronx Community School
 - *Children's Aid College Prep Charter School (Gr. K-5)*
- Bronx Family and Youth Intervention/General Preventive
- Bronx Family Center Campus
- Bronx Health Center and Foster Care Services
- Bronx Preparatory Charter School
- Brooklyn Family and Youth Intervention
- Central Park East II
- Charles Drew Campus
 - *Frederick Douglass Academy III Secondary School*
 - *I.S. 219 New Venture School*
 - *Kappa*
- C.S. 61 Francisco Oller
- Curtis High School
- Drew Hamilton Early Learning Center
- Dunlevy Milbank Center
- East Harlem Center
- Executive Headquarters
- Fairmont-Samara Campus
 - *Fairmont Neighborhood School*
 - *Samara Community School*
- Fannie Lou Hamer Freedom High School
- Fannie Lou Hamer Middle School
- Frederick Douglass Center
- Goodhue Center
- Harlem Family Center
- Hope Leadership Academy
- I.S. 61 William A. Morris
- The Lexington Academy
- Lord Memorial Building
- Manhattan Family Youth and Intervention Program
- Manhattan General Preventive Services
- Mirabal Sisters Campus
 - *KIPP Washington Heights Middle School*
 - *M.S. 319 Maria Teresa*
 - *M.S. 324 Patria Mirabal*
- M.S. 301 Paul L. Dunbar
- National Center for Community Schools
- Next Generation Center
- The Opportunity Charter School
- Program Administrative Offices
- P.S. 5 Ellen Lurie
- P.S. 8 Luis Belliard
- P.S. 152 Dyckman Valley
- Richmond Early Learning Center
- Salomé Ureña Campus
 - *City College Academy of the Arts (Gr. 6-12)*
 - *M.S. 322*
- Staten Island Family Services Center
- Taft Day Care Center
- Wagon Road Camp (Chappaqua, NY)
- Whitney Young Jr. Campus
 - *Children's Aid College Prep Charter School (Gr. 6-8)*
 - *C.S. 211*
 - *I.S. X318 Math, Science & Technology Through Arts*

Children's Aid programs can primarily be found in Harlem, northern Staten Island, the South Bronx, and Washington Heights.





I AM
DESTINED
TO BE
HEARD.

Children's Aid goes the extra mile to help even the youngest children unlock their potential.

What does everyday greatness look like for a child entering kindergarten? For Myiah Gulley, those first steps into kindergarten were the culmination of efforts by her preschool teachers at Children's Aid's Richmond Early Learning Center on Staten Island, and Myiah's own determination.

At 4 years old, Myiah was verbalizing only one-word answers and demonstrating difficulties with motor skills and focus. Adding to her developmental delays, Myiah had severe dental issues that required surgery, resulting in an extended absence from school.

But her Children's Aid teachers stepped in, providing academic interventions and recommending health care providers that ultimately allowed Myiah to return to school free of pain and ready to realize her full potential. In fact, she responded so well to occupational therapy that her teachers recommended she enter mainstream kindergarten, something no one could have foreseen just a year earlier. And although Myiah still receives supports, her progress is apparent to everyone, every day.

“Myiah speaks clearly now. She's up to writing her name. People have really noticed how much she has improved.

— James Chambers, Myiah's father



**I AM
DESTINED
TO SHINE
BRIGHT.**

Tyrese Avery | Adolescence Program Participant

Children's Aid gives teens and young adults the opportunity, education, and resources to fulfill their dreams.

For Tyrese Avery, 18, it's all about connecting the dots: from his mom who connected him with Children's Aid programming at his high school; to Children's Aid's Dunlevy Milbank Center in Harlem, where staff tutored him in writing and kept him focused on college; to a Milbank staff member hearing his phenomenal singing voice and encouraging him to audition for the Children's Aid-Garden of Dreams talent show. He took her advice to audition, and then lightning struck.

He won the opportunity of a lifetime: to perform at Radio City Music Hall in front of 6,000 people, amidst fog machines and alongside the Rockettes. "Hamilton" actor Christopher Jackson also presented him with \$11,000 in scholarships, which is helping fund Tyrese's freshman year at New York University.

When he looks at his life now, Tyrese can see how all the dots connect, with Children's Aid running all along that continuum. "They all gave me an outlet to have a voice," he says. "They allowed me to become who I was supposed to be."

“Tyrese embodies greatness, and has a bright future ahead. He's proven that you can achieve anything you wish in life with effort.

— Martha Crespo, Children's Aid Staff Member, and coordinator of our Garden of Dreams Talent Show

Efficiency, efficacy, and passion characterize our work.

For 167 years, Children's Aid has been the safety net for New York City's families living in poverty, and today we continue to be a leader in developing innovative youth and social service models. We are there for children, every step of the way, in their journey to grow up strong and achieve their dreams.

In 2019:



2,215

Staff Members

provided year-round, comprehensive services for children and their families.



2,520,000

Hours Worked

at 100+ programs at 40+ locations.

Strengthening Our Infrastructure


This year, we have continued to make our infrastructure stronger across each of our sites. We are focusing on outcomes, refining our data systems, and sharing best practices to enhance how we work. Further, we are providing staff with training, development opportunities, and an enhanced workspace design. And we do all of this with an emphasis on greatness, every day, for the youth and families we serve.

Advocating for Families

We go further than providing services to children — we advocate for legislative change to protect, enhance, and expand these direct services. This year in Albany, we secured \$250 million for the community schools model throughout the state, and \$6 million in college and career funding for youth in foster care. In New York City, we helped achieve pay equity to ensure our early childhood workers are paid at the same level as those employed directly by the city, and restored funding for after-school programs. And we'll continue to advocate, each and every day until the fight against childhood poverty is won.

Leveraging Partnerships

We forged new impactful external partnerships to expand the network for our children this year. We teamed up with Nike and Kobe Bryant to launch the Mamba League basketball program, and The Wallace Foundation to design an after-school arts initiative. We also established strategic partnerships with the NYPD on community outreach efforts at our early childhood centers, with the city to pilot a new domestic violence intervention, and with Binghamton University to create the nation's first online community schools certificate program.

A portrait of Angel Romero, a middle-aged man with short, graying hair and a goatee, wearing a blue button-down shirt. He is looking directly at the camera with a slight smile. The background is a blurred indoor setting with warm lighting.

I WILL EMPOWER THE NEXT GENERATION.

Every day Angel Romero helps his students achieve their own personal greatness. Youth who come to Children's Aid's Next Generation Center (NGC) face very real challenges navigating foster care, criminal records, substance abuse, and homelessness. Working with them has special meaning for Angel, who grew up without a hand to guide him. "I believe all they need is an opportunity and a shining light to show them the way," he says. "Society is very fragile, and the key to keeping society vibrant is education. We're making changes, right here in the Bronx, in terms of employment, in terms of education," he says. "That's why I'm so committed to Children's Aid." As a program manager of NGC's high school equivalency program, Angel has presided over the graduations of more than 100 students since 2011.

Belief, generosity, and commitment characterize our patrons and supporters.

Every day, individual, foundation, and corporate supporters help our young people to be great. The investments they make in our programs, and the enthusiasm and vision they offer in creating new, bold ways to empower our communities are fundamental to what we do. Because of their generosity, we

can continue combating child poverty in New York City, and lay the foundation for our next generation to reach their full academic potential, live strong and healthy lives, and lead successful families of their own. Our donors are a keystone in the Children's Aid family, and our gratitude to them knows no bounds.

In 2019:



\$20,211,351

In Contributions

were given to support Children's Aid in the fulfillment of its mission.



3,914

Individuals, Foundations, and Corporations

gave to Children's Aid with an average donation amount of \$2,638.



450

Guests Attended the Annual Benefit

contributing a record-breaking amount of nearly \$2.2 million.



33

Corporate Volunteer Events

directly engaged 467 volunteers in support of Children's Aid programming.



I WILL MAKE A DIFFERENCE IN NEW YORK CITY.

As the leader of PwC's New York Metro regional tax practice, Brad Silver seeks to inspire the more than 2,500 employees he leads, and he transports that same energy to his role on the Children's Aid Board of Trustees. "My eyes lit up when the Children's Aid opportunity arose. I've always had a passion around inclusivity, giving back to others, and creating an environment where a diverse group of people can succeed," he says. On the Board, Brad has demonstrated this commitment not only through his personal donations, but also by enlisting a PwC financial consulting team to support Children's Aid. This team has been instrumental in finding meaningful ways to deploy day-to-day best practices and improve our investment accounting process. These services — a pro bono contribution of significant value — have been a game changer for Children's Aid.



Thank you.

The Children's Aid Annual Report celebrates gifts made during the fiscal year 2019, from July 1, 2018 through June 30, 2019.

Every effort was made to ensure the accuracy of this report. Should you notice an error or omission, please accept our apologies and notify the Development Office at 212.949.4936.

Foundations and Individuals

Children's Aid is extremely grateful to the following foundations, individuals, trusts, and estates for their generous support. Amounts shown reflect gifts of \$2,500 and more in fiscal year 2019.

\$1,000,000+

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Garden of Dreams Foundation
Robin Hood Foundation

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Fortress Investment Group
GE
George K. Baum & Company
Gladstone Place Partners
Glen Point Capital
Golf Etc. Morristown
Google Inc.
Grant Thornton LLP
Greenfield Stein & Senior LLP
Greg Norman Collection
Hearst Corporation
Hidden City Cafe
Hilton Capital Management
Hirschen Singer & Epstein LLP
HSBC
HUB International Northeast Ltd.
IBM
Impact 4 Good
Intertrust
J. Crew
Jefferies & Company Inc. EMG
JPMorgan Chase
KIND
Kramer Levin Naftalis & Frankel LLP
Lazard
Lilker Associates Consulting
Engineers PC
Liquidnet
Lord Abbett
Macy's
Madewell
McKinsey & Co.
Mediterranean Shipping Company
(USA) Inc.
Medtronic
Men's Wearhouse
Microsoft
Morgan Stanley

Mutual of America
National Basketball Association
New York City Partnership and
Chamber of Commerce Inc.
New York Football Giants Inc.
New York Marriott Marquis
News Corporation
Nike
Nike Communications
O Positive LLC
Outrigger Hotels and Resorts
Paramount Television
Paul Hastings LLP
Penguin Group (USA) Inc.
Pentagon Protection
(Investigations) Inc.
PepsiCo Inc.
Perella Weinberg Partners
Perlman & Perlman Inc.
Pfizer
Phillips Nizer LLP
Pitney Bowes
Proskauer Rose LLP
PurePoint Financial
PwC
Rafanelli Events
Rauxa
Regeneron
The Riverside Church
Roc Nation
Rothschild & Co.
RXBAR
S & E Azriliant P.C.
Samsung Electronics
Scarsdale Rotary
Schiff Hardin LLP
Scopia Capital Management LLC
Select Equity Group Inc.
Service All Window &
Door Corporation
ShelterPoint Life Insurance Company
Sirius XM Radio Inc.
Smith, Gambrell & Russell LLP
Society Unique Artists Inc.
Sotheby's
Southard Communications
Sportsnet New York
St. James the Less
Synchrony Financial
Tapestry Inc.
TC Group
THL Credit Advisors LLC
Tishman Speyer
Transwestern

Triumph Hotels
Turner Broadcasting System Inc.
UnitedHealthcare
United States Golf Association
The University Club of New York
Viacom
Vinson & Elkins LLP
Visa Inc.
Voya Financial Advisors Inc.
WSG Inc. (Waste Solutions Group)
Wealthspire Advisors
Westchester Reform Temple
WeWork
Who's on First?
World Wrestling Entertainment Inc.
Worth Acquisition Group
Zurich American Insurance Company

Tributes

One of the most personal ways to honor loved ones is to support an organization close to their hearts. Children's Aid received many thoughtful gifts in honor and memory of family and friends this past year. Due to space limitations, we have included those tributes for which Children's Aid received gifts totaling \$1,000 or more during fiscal year 2019.

In Honor Of

Iris Abrons
Kashyap Arora
Phoebe C. Boyer
Pat Carlson
Paul Clarke
Leigh Downing
Garrett Doyle
Arif Sanli Ergun
Edward Fein
Molly and Nelson Gaertner
Claire Gilvar
Kim Goldberg
Ronald H. Kaufmann
Martha Bicknell Kellner
Diane and Albert Kirchner
KLS Professional Advisors
Edgar R. Koerner
Volkan Kurtas
Susan L. and Martin Lipton
Janine E. Luke
Caroline Lynch
Tarik McDermott
Lauren Melkus
Andrew S. Molloy

Katherine, Dan, and Yuval
Eckstein Nadel
Frank Novello
Promontory Interfinancial Network
Eren Rosenfeld
Lauren R. and John M. Roth
Kevin P. Ryan
Amy E. and Charles Scharf
Reina and Robert Schorr
Doris Shulsky
Akshaia Tritia
Nora Truskey
Dennis van den Broek
Justin Wass

In Memory Of

Arthur B. Calcagnini
Camille Calorezo
Stan Corwin
Richard R. Dieterle
Helaine Feivelson
Irving Freedman
Juan Carlos Gonzalez
Alison Cragin Herzig
David Ironside
Robert Jacobs
Truda Jewett
Peter Lowenstein
Howard Michaels
Sol Eckstein Nadel
George Orlan
Charlton Phelps
Gabriel Billion Richardson
Melvin R. Seiden
David Spindel
Richard Stapleford
Jean and Bob Stern
Wick Stern
Sophia T. Walkiewicz
Michael Weiks
Dr. Harry Wexler
Karolyn M. Wiede
Ann F. Wiener
Rita Yagoda



We leveraged \$115 million for programming to transform the lives of children and their families.

We are pleased to present our fiscal year 2019 financial report based on our audited financial statements for the year ending June 30, 2019. Children's Aid continues to have diverse revenue streams and a solid base of reserves.

We raised \$128.4 million in operating revenue and ended the year with total assets of \$412.4 million. We spent \$139.3 million on operating expenses, allocating 82.9 percent of our operating expenses toward programs, 14.3 percent toward management and general, and 2.8 percent toward fundraising.

Children's Aid ended FY 2019 with a \$10.9 million deficit from operations. Timing differences between the receipt and recognition of revenue and related expenditures accounted for more than half of the deficit. Prior year disallowance of expenses billed to governmental agencies and service related revenue shortfalls accounted for much of the rest.

The following are highlights from FY 2019. Please visit [ChildrensAidNYC.org/about/financials](https://www.ChildrensAidNYC.org/about/financials) for our complete fiscal year 2019 financial statement.

BIG NEWS IN 2020!

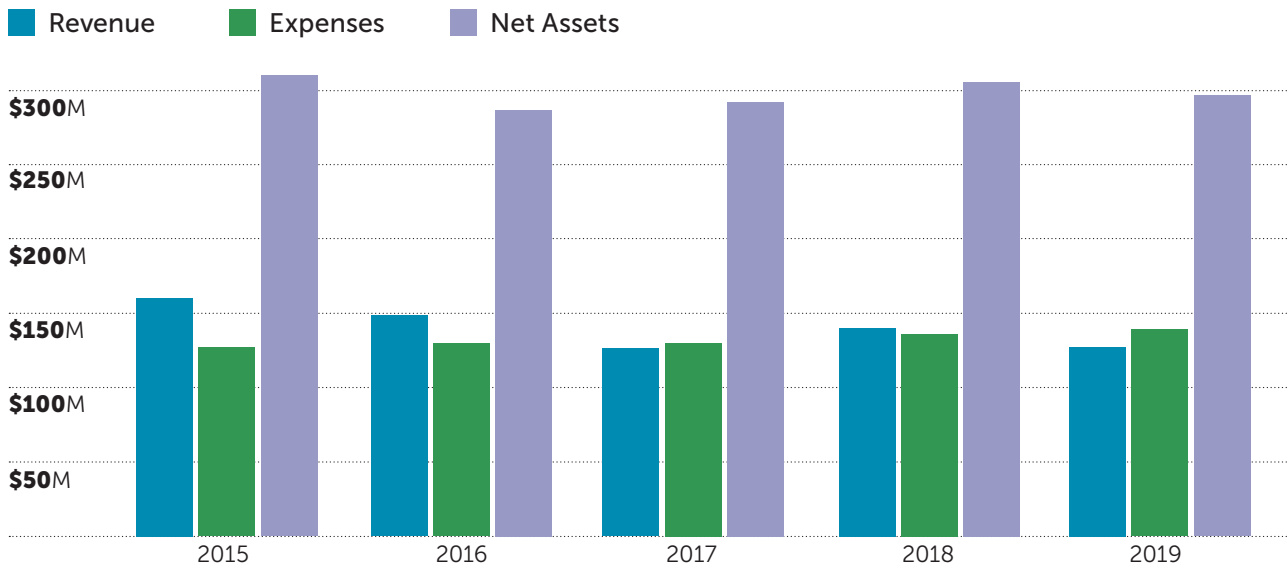
Moving to a new headquarters in the heart of Harlem.

We are incredibly excited to be relocating our headquarters to Harlem in July 2020. This move situates us nearby our Dunlevy Milbank Center, several of our early childhood education centers, and one of our family services sites, as well as positions our central services and program staff to collaborate more closely.

Our new address as of July 1, 2020 will be:

**117 West 124th Street
5th Floor
New York, NY 10027**

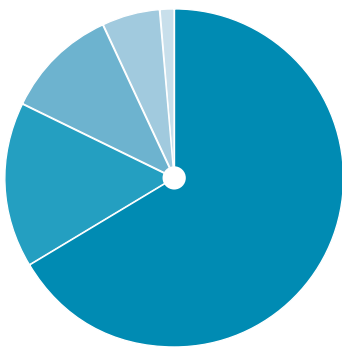
Five-Year Financial Analysis



FY 2019 Revenue and Expense

OPERATING REVENUE

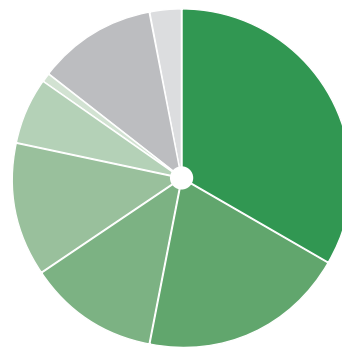
\$128.4 MILLION



- Government** | 67% | \$85.6 million
- Contributions** | 16% | \$20.2 million
- Board-Approved Use of Reserves** | 11% | \$13.7 million
- Fees and Other Income** | ~5% | \$7.2 million
- Net Assets Released** | 1% | \$1.7 million

OPERATING EXPENSE

\$139.3 MILLION



Program Services

- Child Welfare and Family Services** | 32% | \$45 million
- School Age** | 19% | \$26.8 million
- Early Childhood** | 12% | \$16.9 million
- Health and Wellness** | ~13% | \$17.2 million
- Adolescence** | 6% | \$8.6 million
- National Center for Community Schools** | 1% | \$1.1 million

Support Services

- Management and General** | 14% | \$19.9 million
- Fundraising** | 3% | \$4 million



Help Make Every Day Great. Support Children's Aid.

When you support Children's Aid, you help staff like Angel create a lasting impact in the lives of more children like Myiah, Tyrese, and Menorah.

- **Give.** Make a one-time or monthly donation to have a powerful impact.

- **Partner.** Engage in a corporate sponsorship or volunteer project to generate brand exposure while making a difference.

- **Join In.** Show your support by joining our annual benefit, Golf Classic, Corporate Champions Tournament, or marathon team, or by participating in our advocacy campaigns.

- **Fundraise.** Create a crowdfunding campaign to unite your coworkers around a common cause, or to celebrate a personal milestone like a birthday or wedding.

- **Create a Legacy.** Change the future by participating in our planned giving program. Learn about the options to name Children's Aid in your will, retirement benefits, and trusts by contacting us at the email or number below.

To give to Children's Aid, please visit:

donate.ChildrensAidNYC.org

For more information, please contact us at:
giving@ChildrensAidNYC.org or 212.949.4936.

ChildrensAidNYC.org

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I AM DESTINED TO BE MY BEST ME.

Menorah Hawkins is brave beyond her years. When she first arrived at Children's Aid's Dunlevy Milbank Center in Harlem for dance lessons at 5 years old, the youngest kid in a room full of older middle schoolers, she wasn't intimidated. Now 12, Menorah has performed often, including at a Children's Aid event before more than 500 guests. And with school, Milbank's tutors continued offering help and instilling the confidence she needed to earn 'A's year after year.

That bravery was helpful when financial difficulties forced Menorah, her mom, and baby sister into a shelter. Throughout that ordeal, Menorah kept dancing, and stayed active in Milbank's "Study Now, Play Later" program on weekends to maintain her grades.

Her mom, meanwhile, struggled to find a job and get her family into permanent housing, and recalls the support she received from Milbank Director Casper Lassiter, from resume feedback, to referrals and advice. "He helped me a lot," she says.

Today, Menorah's family resides happily in their own apartment, not far from where her mom works full-time at a health care facility. "Milbank connects me to a lot of good opportunities," Menorah says.



Children's Aid

**WE WILL BE
THERE FOR
NEW YORK
CITY'S
CHILDREN
EVERY
STEP OF
THE WAY.**

Address through June 2020

**711 Third Avenue
Suite 700
New York, NY 10017**

Address as of July 1, 2020

**117 West 124th Street
5th Floor
New York, NY 10027**

**giving@ChildrensAidNYC.org
212.949.4936**