



AIM BIG!

2018 Annual Report



AIM BIG!

When we say, “**Aim Big!**” it means we strive to ensure that every single child living in poverty in New York City has the opportunity to learn, grow, and lead.

The way we accomplish this is by leading academic and social-emotional learning initiatives, providing health care, and supporting strong, stable families. When we work with our young people, we nurture their sense of wonder and their belief that anything is possible. We carry out our work knowing that all children are born with limitless potential and the desire to dream big.

Our approach is ambitious. Our goal is not to address just some of the challenges of poverty, but to comprehensively dismantle all the barriers poverty creates—because when children are surrounded by strong families and healthy communities who support all aspects of their success, they grow up to lead happy, healthy, and productive lives.



Children's Aid 2018 Annual Report

A Message From Our Leadership	3
Our Mission, Vision, and Impact.....	4
Targeting the Needs of Children and Families.....	6
Leveraging an Experienced Team of Professionals.....	12

Cultivating an Invaluable Network of Support	14
Our Patrons.....	16
Financial Report	22
Help Us Aim Big!.....	25



Left:
Amy Engel Scharf
Chair, Board of Trustees

Right:
Phoebe C. Boyer
President and CEO

CHILDREN'S AID LEADERSHIP

As of April 19, 2019

BOARD OF TRUSTEES

Officers

Amy Engel Scharf
Chair

Richard Edelman
Vice Chair

Eren Rosenfeld
Secretary

Russell Diamond
Treasurer

Linda Kao
Assistant Treasurer

Trustees

Sheila Baird

Linda Kao

Rick McNabb

Eren Rosenfeld

Carlene Brooks-Oden

Alan E. Katz

Vanessa Melendez

Lauren Razook Roth

Elly Christophersen

Gregory E. Kerr, M.D.

Jay S. Nydick

Amy Engel Scharf

Jan S. Correa

Christopher R. Lawrence

Jill J. Olson

Brad I. Silver

Russell Diamond

Beth Leventhal

Pennylane Ortiz

Andrea Wahlquist

Richard Edelman

Ari Libarikian

Charles Penner

Peter Wallace

Russell W. Horwitz

Janine E. Luke

Tom Reynolds

Chairs Emeriti

Iris Abrons

Trustees Emeriti

Iris Abrons

Marshall M. Green

Edgar R. Koerner

Mark M. Edmiston

Susan M. Coupey, M.D.

Lolita K. Jackson

Felix Orbe

Edgar R. Koerner

Bart J. Eagle

Lane H. Katz

Rosalie K. Stahl

Mark M. Edmiston

Ronald H. Kaufmann

Mrs. Milton Stern

Desmond G. FitzGerald

Martha Bicknell Kellner

Kevin J. Watson

EXECUTIVE STAFF

Phoebe C. Boyer
President and CEO

Moria Cappio
*Vice President of Early
Childhood Programs*

Caroline Gallagher
Chief Development Officer

Don Shacknai
Chief Operating Officer

Georgia Boothe
*Vice President of Child
Welfare and Family Services*

Sandra Escamilla-Davies
*Vice President of Adolescence
Programs*

Sarah Gillman
Chief Financial Officer

Daniel H. Stephens, M.D.
*Vice President of Health and
Wellness*

Drema Brown
*Vice President of School
Age Programs*

Abe Fernández
*Vice President of Collective
Impact & Director of National
Center for Community Schools*

Courtenaye Jackson, Esq.
General Counsel

Ali Tan
Chief of Staff

Anthony Ramos
*Vice President of Marketing and
Communications*

Growing up surrounded by the stressors of poverty can make a child believe life is simply about survival. We don't accept that.

Every day, we work to aid and empower children so they are ready to thrive in all areas of their growth. For us, serving New York City's children is not just about providing a meal or a safe place to study, although we do. More than that, it is about giving them the opportunity to reach their fullest potential, and become independent, thriving adults.

Our strategy is data-driven to ensure we are building upon models that have a proven impact, and we are proud to share some of our most exciting outcomes with you. In the past year, 96% of families who received one of our family crisis interventions avoided foster care placements, and every single child in our community school-based early childhood classrooms received vision screenings. In academics, more than 4 in 5 teens in our targeted programs received college acceptances, far exceeding the

norms in the communities we serve. And that's only the beginning.

This past year, The Robin Hood Foundation honored us for our transformative poverty-fighting work, and we also won The New York Community Trust Nonprofit Excellence Award for overall management excellence. These are just two highlights of the incredible recognition our staff and supporters enable when they work together to make our achievements possible.

Offering children from underserved communities the opportunities that encourage them to aim big, and the ability to realize their goals, is a very big deal. Our promise to New York City's children is that we will be there for them every step of the way. We're glad you're part of our work—we could not do it without you.



Phoebe C. Boyer
President and CEO



Amy Engel Scharf
Chair, Board of Trustees

AIM BIG MEANS THERE ARE NO LIMITS.

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.

OUR 2018 IMPACT

2018's impact demonstrated that our mission is gaining incredible momentum toward fulfilling our vision. We unlocked the limitless potential for nearly 50,000 children, youth, and families by giving them:

A HEAD START



92% of our preschoolers met or exceeded their cognitive skills milestones.

A HEALTHY START



90% of our after-school students demonstrated typical or strong social-emotional skills.

A HIGHER START



More than 4 in 5 high school seniors in targeted Children's Aid programs were accepted into one or more colleges.

Targeting the Needs of Children and Families

▶ EVERY STEP OF THE WAY

Throughout the journey of childhood, Children's Aid is there for children and families when they need us, in every way they need us. We provide high-quality preschool during the critical early years of development. Our community schools, health centers, and foster care programs focus on the whole child, supporting them academically, physically, and emotionally. And we offer a variety of ways for kids just to be kids—from summer camps to after-school activities, and much more. As our kids grow, we grow with them—all the way through their teenage years and into young adulthood.

▶ FAR-REACHING SOLUTIONS

We are New York City's comprehensive response to childhood poverty, addressing all the educational, psychological, and physical challenges it creates. With Children's Aid by its side, our next generation has everything it needs to achieve its goals in the most critical areas:

- **Academic and social-emotional education**
- **Health and nutrition**
- **Strong, stable families and communities**

We have built programs designed to position children and youth to succeed in school. To do so, they also need to grow up healthy and strong, so we have tailored our health and nutrition programs to address the whole body and all aspects of behavioral wellness. We also provide parents and guardians with services like crisis intervention, English as a second language classes, and local advocacy opportunities, positioning families and communities to thrive.

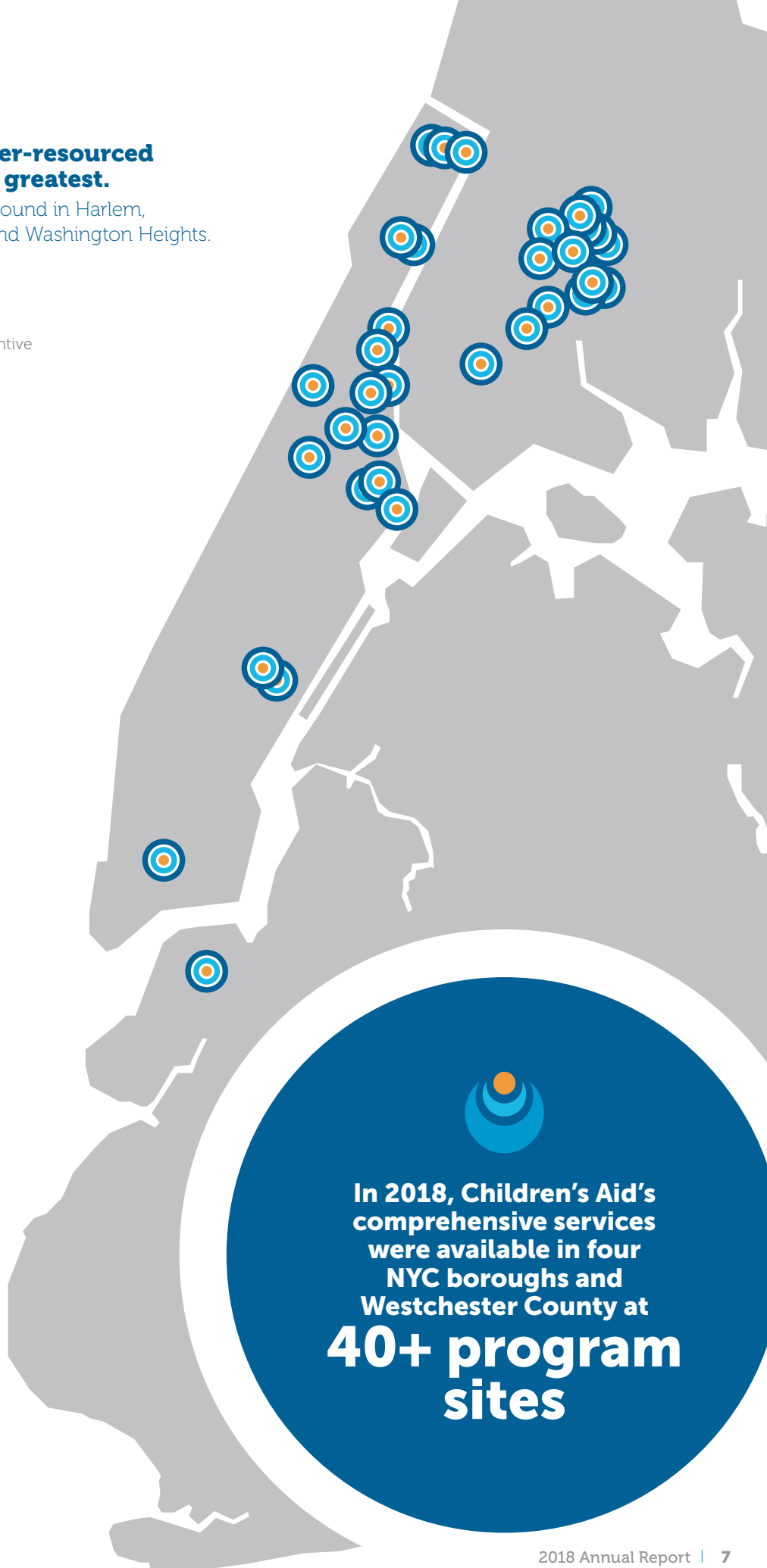


We work on the ground, in under-resourced communities where the need is greatest.

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

Children's Aid's Program Sites

- Bronx Career and College Prep
- Bronx Community School
- 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
- Children's Aid College Prep Charter School
- C.S. 61 Francisco Oller
- Curtis High School
- Drew Hamilton Early Learning Center
- Dunlevy Milbank Center
- East Harlem Center
- Executive Headquarters
- Fairmont-Samara Campus
- Fannie Lou Hamer Freedom High School
- Fannie Lou Hamer Freedom Middle School
- Frederick Douglass Center
- Goodhue Center
- Hope Leadership Academy
- I.S. 61 William A. Morris
- Lord Memorial Building
- Manhattan Family Youth and Intervention Program
- Manhattan General Preventive Services
- Mirabal Sisters Campus
- M.S. 301 Paul L. Dunbar
- National Center for Community Schools
- Next Generation Center
- Opportunity Charter School
- Program Administrative Offices
- P.S. 5 Ellen Lurie
- P.S. 8 Luis Belliard
- P.S./I.S. 72 Lexington Academy
- P.S. 152 Dyckman Valley
- Richmond Early Learning Center
- Salomé Ureña Campus
- Staten Island Family Services Center
- Taft Day Care Center
- Wagon Road Camp
- Whitney Young Jr. Campus
- WINGS Academy



In 2018, Children's Aid's comprehensive services were available in four NYC boroughs and Westchester County at 40+ program sites

In Fiscal Year 2018, Children's Aid served

45,392

children and family members

We aim to meet the needs of the whole child at every stage of development so that young people ultimately attend and graduate college, the most reliable pathway out of poverty.



2,303

children under age 5, including their family members, participated in **Early Childhood** programs

that support physical, social, emotional, and cognitive development as well as parental engagement. **1,618 young people of all ages received glasses resulting from our programs' vision screenings.**



10,715

children ages 5 to 13, including their family members, participated in **School Age** programs

that focus on education, supports, and opportunities to encourage academic success and overall well-being. **94% of the studies conducted on our community school strategy reported gains in academics, attendance, behavior, and parent involvement.**



6,380

youth ages 13 to 24, including their family members, participated in **Adolescence** programs

that enhance academic, social, and emotional competencies, and prepare them for college, careers, and financial independence. **100% of our EXCEL@NYU program teens were accepted into college.**



7,081

children, including their family members, participated in **Child Welfare and Family Services** programs

that promote family stability through a range of services including high-quality foster care placement, advocacy, and home-based support. **We placed 77 children into permanent adoptive homes, making us one of just a few agencies in the city to exceed our Administration for Children's Services' target.**



18,913

children, including their family members, participated in **Health & Wellness** programs

that reduce health disparities among children and families living in poverty by providing access to comprehensive medical, mental health, and dental services. **84% of our surveyed nutrition programming participants reported that nutrition labels now impact their food choices.**



Children's Aid goes beyond the basics so the Santos-Quintero family can thrive.

THE SANTOS-QUINTERO FAMILY • Early Childhood Program Participants

Andres and Erika came to the United States as refugees from Venezuela to give their kids a better, safer life.

DETERMINATION

When the political turmoil in Venezuela worsened, Andres Santos and his wife Erika Quintero began to fear for their family's safety. They were scared, spoke no English, and were expecting their second child—but they packed what they could into a bag, and fled to the U.S. for sanctuary. "We left our lives behind," Andres said.

At first, life was hard in New York City. Andres was working at low-wage jobs and the family was just scraping by. They enrolled their older son in a Children's Aid early childhood program, and when the staff saw that the family was struggling with basics, they provided them with winter clothes and money for food. Soon their younger child was also enrolled in the early childhood program, and Erika began volunteering with the staff.

The staff recently connected Andres with a web development program through Children's Aid's workforce development initiatives, and he now has a stable job at a technology firm. With support from Children's Aid, the family is well on their way to fulfilling their American Dream.

ENCOURAGING DETERMINATION

2,275 teens and young adults received career training and secured jobs or internships in 2018.



JULIO REYES • Graduate Student • Children's Aid Alumnus and Advocate

Children's Aid placed Julio in a high-quality, stable foster home. In 2018, he graduated from college.

Children's Aid showed Julio how to focus on a goal and achieve it.

The stresses of poverty left Julio Reyes' family unable to provide a nurturing environment, resulting in his foster care placement. During high school, Julio was familiar with college and thought he may want to go, but had no idea how to get there. In fact, at age 17, he couldn't even name a single university.

But Children's Aid stepped in, supporting him emotionally and encouraging him academically. Then everything changed.

Julio's mentors helped him succeed in his academics, and piqued his interest in college. When senior year arrived, they sat side-by-side with him, working together to complete every page of his college and financial aid applications. When he was accepted to Binghamton University, he was at first scared to move away from home, but his mentors encouraged him. They knew he had what it takes to establish his independence. And with his role models empowering him, Julio began to realize it too.

Julio developed the confidence and skills to go to college and Children's Aid made sure he had the funding and support he needed to graduate.

This year, Julio will earn a master of science degree in accounting, and he has a job waiting at Ernst & Young. He remains involved with Children's Aid, advocating in the state legislature for foster care funding so others are granted access to the same resources he had. "There are many people in foster care who didn't have that extra push," he says. Julio wants to change that, and isn't afraid to aim big.

**SUPPORTING
TRANSFORMATION**

**\$6 million
in NY state funding
secured to support
youth in foster
care to attend
college in 2018.**

Leveraging an Experienced Team of Professionals

▶ A LONG HISTORY OF INNOVATION

For more than 165 years, Children's Aid has been the safety net for New York City's families living in poverty, and a leader in developing youth and social service models. From our days employing the very first school nurses in New York City, to our community school model that has been replicated around the globe, we have been a hand for children to hold as they first enter school, and an innovative leader in child health care and family services.

▶ DEPLOYING PEOPLE POWER

Children's Aid helps families change their lives by adapting to the ever-evolving nature of poverty and constantly seeking improvement. Our team of dedicated staff works efficiently and empathetically to empower young people.

In 2018:



2,000+

Staff Members


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



2,474,843

Hours Worked

at 100+ programs and in administration at 40+ locations.



Maria works hard to ensure that there is a bridge to a better future for Children's Aid youth.

MARIA BURGOS • Children's Aid Deputy Director for Foster Care and Adoption Services

Every day Maria advocates for children—in the courts, with their parents—it's a power that she takes very seriously.

COMPASSION

An estimated 2,500 children in foster care and their families have been touched by the dedication of Maria Burgos, Deputy Director for Foster Care and Adoption Services. Maria's job is to ensure every one of Children's Aid's 409 foster homes is a place where children feel safe, welcomed, and loved.

Maria also leverages all of the resources Children's Aid has to offer to make sure that foster care is the bridge to a better future. Her team goes the extra mile by connecting youth to additional resources—like music lessons and summer camp—and always encourages college as a viable option.

Her compassion, though, comes with tough love. It is well-known in the organization and beyond that Maria expects the best of the people with whom she works, and sets high standards for the kids she serves. She refuses to let any child fall through the cracks.

She says she wouldn't do this work for any other organization, because at Children's Aid, "Whatever the kids need, we make it happen."

ILLUSTRATING COMPASSION

\$1 million+
in emergency
assistance
distributed to
youth and
families in crisis
in 2018.

Cultivating an Invaluable Network of Support

▶ THE POWER OF BELIEF

Individual, foundation, and corporate supporters are more than just supporters—they are the reason why the entire Children’s Aid family can aim big. They invest their financial resources and sponsor programs, donate their time and volunteer efforts, and contribute their leadership and energy because they believe in us—and they believe in our city’s young people.

▶ INCREDIBLE GENEROSITY

Our supporters’ investments enable children to grow up and lead successful, independent lives, and their generosity empowers parents to build strong families and vibrant communities. Without our supporters, our social workers wouldn’t be able to keep families united, our dentists wouldn’t have the tools to give our kids healthy smiles, and our tutors wouldn’t have the resources to help our teens apply to college. We are beyond grateful.

In 2018:



\$25,563,000

In Contributions

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



4,649

Individuals, Foundations, and

Corporations gave to Children’s Aid with an average donation amount of \$5,500.

Lauren is committed to going the extra mile to help the families Children's Aid serves.



LAUREN MELKUS • Children's Aid Supporter

Each year, Lauren provides full Thanksgiving meals for 120 families at community schools in Washington Heights.

DEDICATION

Supporters who contribute generously often ask, "How can I get more involved?" We tell them that they can recruit support from their networks, attend events, and lead committees. After one of our donors did all of that and more, she expressed a desire to aim even higher. "I want to do something extra special to help families—during the difficult times," she said.

Meet Lauren Melkus. After college, she joined our young professionals group to volunteer directly with our kids and support programs that shaped their futures. Now she raises millions of dollars annually as a benefit committee member, acts as an ambassador of our work, and inspires others to do the same. And she most certainly followed through on that extra special something. Every Thanksgiving for the past five years, Lauren has hand-picked full turkey dinners with all the trimmings for families in Washington Heights who cannot afford holiday meals. Lauren also makes sure they have additional food to get through the weekend following the holiday.

For more than a decade, Lauren's commitment has been nothing short of incredible. And thanks to her and those like her, our next generation of New Yorkers will have futures nothing short of incredible, too.

DEMONSTRATING DEDICATION

32 corporate volunteer groups supported Children's Aid by going out into their communities to help their fellow New Yorkers in 2018.

FY 2018 PATRONS THANK YOU.

The Children's Aid Annual Report celebrates gifts made during the fiscal year 2018, from July 1, 2017 through June 30, 2018. Every effort was made to ensure the accuracy of this report. Given print space limitations, very generous donors have been published. Should you notice an error or omission, please accept our apologies and notify the Development Office at 212.949.4936.

FOUNDATIONS & 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 2018.

\$1,000,000+

The Carson Family Charitable Trust
Elaine Dooman Estate & Trust
The New York Times Neediest Cases Fund
New Yorkers for Children
Robin Hood Foundation
In Memory of Melvin R. Seiden

\$500,000+

The Pinkerton Foundation
The Taft Foundation

\$250,000+

The Clark Foundation
Charles Stewart Mott Foundation
Judith A. Reitman Estate

\$100,000+

Iris and Richard Abrons
The Carmel Hill Fund
Carnegie Corporation of New York
Centerbridge Foundation
Charina Endowment Fund
Stephanie and Charles Coleman
The Ira W. DeCamp Foundation
Becky P. and Michael F. Goss
Charles Hayden Foundation
Hearst Foundations
Maria F. Laezza-Moggioli Estate
Edward M. Lamont Trust
Beth P. and Ira M. Leventhal
The Melkus Family Foundation
The New York Community Trust
John Nicholson Bulica Estate
Jill and Brian Olson
The Price Family Foundation, Inc.
Redlich Horwitz Foundation
Lauren R. and John M. Roth
Dave Thomas Foundation for Adoption
Tiger Foundation
Andrea K. Wahlquist

Audrey J. Wreszin Estate
Peter Zill Estate
Anonymous (2)

\$50,000+

Sheila M. Baird
Marjorie J. and William R. Berkley
Susan S. and J. Frank Brown
Michelle J. and Christopher L. DeLong
Judy and Jamie Dimon
Cleveland H. Dodge Foundation
John J. Falencki Charitable Lead Trust
Hope for Poor Children Foundation/
Helen S. and Desmond G. FitzGerald
April Freilich
Jacob Friedman Charitable Fund
Ernest Greenberg Estate
The Hagedorn Fund
Janet and Jon Harrington
Helen Hoffritz Charitable Trust
The Lily P. Kaufmann Estate and Trust
Susan and Ronald H. Kaufmann
Lawrence W. Kunz
The Randi and Clifford Lane
Foundation, Inc.
Diane and Anthony C. Lembke
Susan L. and Martin Lipton
Estelle A. Manning Residuary Trust
Lynn and Rick McNabb
Leigh and Charles G. Penner
Claudia Romo Edelman and
Richard Edelman
Amy and Charlie Scharf
Edith M. Schweckendieck Trust
The Sirius Fund
Jerome L. Starr Estate
The Teagle Foundation
Wasily Family Foundation, Inc.
The Joseph and Laura Wortman
Foundation
Anonymous

\$25,000+

Leslie and Ashish Bhutani
Bloomberg Philanthropies
The Bondi Foundation
Phoebe C. Boyer and Todd R. Snyder
Elizabeth S. and Richard M. Cashin

Chapman Hanson Foundation
Erica and Feroz Dewan
Lisa P. and Mark M. Edmiston
Family Disco Foundation
Barbara and Stephen Friedman
Charles A. Frueauff Foundation
Judith Gibbons and Francesco Scattone
Alexandra and Russell W. Horwitz
Adrian H. Jackson Charitable Trust
Lane H. Katz
The Walter C. Klein Foundation, Inc.
Elaine and Kenneth G. Langone
Anne and Vincent A. Mai
The Mancheski Foundation, Inc.
The Ambrose Monell Foundation
Morgan Stanley Foundation
Sarah and Michael Peterson
The Joseph H. and Carol F. Reich
Philanthropic Fund of The Foundation
of the Greater Miami Jewish Federation
Irene Ritter Foundation
Belden Roach Trust
Timothy F. Ryan
Klara and Larry A. Silverstein
The Staten Island Foundation
Marjorie and Michael E. Stern
Seymour Tutelman Estate
The Wallace Foundation
Anonymous

\$10,000+

Marie Abma and Dike Blair
AHBA, Inc.
Jacqueline and Scott Alfieri
The Barker Welfare Foundation
The Theodore H. Barth Foundation
Sandra Atlas Bass
Barbara L. Becker and Chad Gallant
Simone Bedient Estate
Bezos Family Foundation
Laurence Boschetto and Steven Kinder
Kimberly and Matt Cantor
Jane Chung
CME Group Community Foundation
Iris Cohen
Bertram J. and Barbara Cohn Fund
Conscious Kids

Ellen A. Dearborn Fund
Ike, Molly & Steven Elias Foundation
Tracy and Clinton Factor
Kathleen Fisher
Fishman Family Foundation
Susan R. and Peter E. Friedes
Lisa Beth Gerstman Foundation
Suzanne Gluck and Thomas E. Dyja
The Goldie Anna Charitable Trust
Jane and Budd Goldman
Russel T. Hamilton
Mary W. Heller Estate
Marie J. and Mel Hertzig
Jill A. Herzig and Robert M. Fabricant
Mary and David Iles
Gregory Kerr, M.D. and David Vaucher
Suzanne Lynn Kogan and
Andrew T. Yearley
Anthony D. Korner
Janet Kuhl and John K. Orberg
The Lauder Foundation -
Leonard & Judy Lauder Fund
Cathy and Christopher Lawrence
Tiffany Le and Philippe Trouve
Dennis H. Leibowitz
Leibowitz and Greenway Family
Charitable Foundation
Amy G. and Steven Lipin
The Longhill Charitable Foundation Inc.
Michelle and Daniel Lubetzky
Doris P. Meister
Melrose Fund
Ronay and Richard Menschel
Audrey Miller Poritzky Education
Fund for Children
Sharon and Colin Morris
Henry & Lucy Moses Fund, Inc.
Susan and Michael A. Nash
New York Life Foundation
Katherine M. and David Nissenbaum
O Positive LLC
Lori and Janusz A. Ordover
Origo-Levy Child Welfare Fund
Adrienne and George Orlan
The O'Shea Family Foundation
The Edward and Dorothy Perkins
Foundation
Eren Rosenfeld and Jack Dunne
Erica and Conrad Schnyder-Foundation
Trust U/A for St. John's Guild
Lise Strickler and Mark Gallogly
Charitable Fund
The TJX Foundation
Sabra C. Turnbull and Clifford N. Burnstein
John Usdan
George P. Wakefield Residuary Trust
Darlene and Gordon Walbroehl

Jennifer and Peter Wallace
Amy and John Weinberg
Lucille Werlinich
Zygmunt & Audrey Wilf Foundation
Robert W. Wilson Charitable Trust
Cynthia Young and George Eberstadt
Barbara and Donald Zucker
Anonymous (7)
\$5,000+
Barbara Ann Abeles
Sharon V. Agar and Richard P. Johnson
Maria and Thomas Albertelli
The Apter-Linkin Family Fund
Cynthia S. Arato and Daniel A. Weisberg
Susan and Edward Babbitt
H&F Baker Foundation
Gabriel Billion Richardson Foundation
Debra and Leon D. Black
David Bocchi
W. Theodore Bourke
Jane W. Braus
Emily and Michael J. Cavanagh
Yolanda and Jeremiah Ciancia
The Charles and Margaret Clark Family
Charitable Fund
Daedalus Foundation, Inc.
Filomen M. D'Agostino Foundation
W. C. Draper
Diane and John D. Eckstein, M.D.
Lisa and Brian Enslow
Victoria and Josh Feltman
Evelyn V. and William B. Follit, Jr.
The Gage Fund
Frances and Thomas Gambino
Sarah and Ron V. Gillespie
Barbara and Matthew Golub
Barbara Gottesman
Susan E. and Bradford S. Gruby
Sarah Hallac
Kathleen and Gary E. Handel
The Harman Family Foundation
Kathleen Healy
Sarah L. and John B. Henry
Martina Hund-Mejean and Bruno Mejean
JLRJ, Inc.
William & Rachel Knobler Foundation
Martin N. Kon
Suzanne Krohn and John D. Edelman
L4 Foundation
Chani and Steven M. Laufer
Jane D. Lebow
Lyubov and Ari Libarikian
Thalia & George Liberatos Foundation, Inc.
Gwen R. Libstag
The Lichtenstein Foundation, Inc.

Dana and Tal I. Litvin
Jane Lubben
Henry McEvaddy
Mary Elizabeth McGarry
Martha B. McLanahan
Vanessa L. Melendez and Neel Mehta
Aaron C. Mondowney
Karen and Thomas S. Murphy
Elizabeth and Gregory Myers
Nanell Foundation, Inc.
Tracy Nixon
Helen O'Donnell
Michelle A. Ores and Charles N. Schorin
Todd Ouida Children's Foundation of the
Community Foundation of New Jersey
Laurie and David I. Pauker
Perrigo Company Charitable Foundation
Rite Aid Foundation
Elizabeth and Elihu Robertson
Pete Rosenblum
The Harry & Andrew H. Rosenthal
Foundation, Inc.
Phyllis G. Ross and Michael D. Minard
Sargent Family Foundation, Inc.
Sarah I. Schieffelin Residuary Trust
The Schiff Foundation
Sharon L.D. and Peter F.G. Schuur
Jessica W. Seaton and Linda Z. Swartz
Janet and Charles Seidler
Pascaline Servan-Schreiber and
Kevin P. Ryan
Seventh Masonic District Association, Inc.
Sue and W. Gregg Slager
Eric Slovin Private Charitable Foundation
Sarah and Christopher B. Snow
Robin Steans and Leonard Gail
Joshua Steiner
Yuka and Robert Stern
Kate Stroup and Matthew Berger
Ingrid C. Swenson
Elizabeth O. and Robert Swindell
John W. Tietjen
Kelly Tullier and Hugh Johnston
Laura and Charles Utley
Joyce A. and Raymond J. Vastola
Venable Foundation
Edward Waldman
Nancy J. Workman and Jonathan B. Miller
Kim-moi Zambito and Peter Zambito
Merryl and Charles Zegar
Anonymous (4)
\$2,500+
Anbinder Family Foundation
Michele Arbeeney and James Lotito
Jonathan Atwood
The Bachman Family Charitable Fund

Roger L. Bahnik
Belson Family Fund
Amy and Kenneth Berkowitz
Richard E. Besser, M.D.
Rajeev Bhaman
Eunice and David Bigelow
John N. Blackman, Sr. Foundation
Bronx Rotary Foundation
Burlingame Foundation
Barbara Burns
Linda and Arthur L. Carter
Ann Massie Case
Barbara J. Catalano-Orlando and
Joseph A. Orlando
CLRC
Chris Coates
Mary Cooney and Edward Essl
Foundation, Inc.
Jan S. Correa
Stephanie and Jerry Coughlan
Laura and Timothy J. Curry
Lawrence and Susan Daniels Family
Foundation
Wayne H. Davis
Paul DeCristoforo

Leslie and Thomas DeRosa
Mica and Russell M. Diamond
Donna Jane Dieterle
Caroline R. Donhauser
Terri L. and Bart J. Eagle
ExpandedED Schools
Katharine G. Frase and Kevin P. McAuliffe
Ellen and Allen F. Goldman
Joan Granlund
Jill Greenwald and Gregory Scott Adams
Matthew R. Gregory
Lisa Handwerker, M.D. and
Irwin Abraham, M.D.
Mark Hannemann
Jeanne M. Hardy
Sonoe Hutchinson
Anne and Robert Ivanhoe
Eric Jen
Linda Kao and David Woo
Gordon Kaplan
The Kaufmann Foundation
Christina K. Kirk and John Hamburg
Virginia Kirkland and Richard I. Kirkland, Jr.
Sabine Kruythoff-van der Schrieck and
Kees Kruythoff

Ursula G. and Thomas J. LaMotte
Sandra L. Lazo and Donald H. Layton
Daniel J. Lehman
Elizabeth Leonard
Lynda Leslie
Leslie W. and Victor I. Lewkow
Helen and John Lobrano
Leonard Lowell
Richard P. Morgenstern
Ellen Moskowitz and Bruce Birenboim
Erica J. Mullen and Paul Mishkin
Margaret E. Neal and
Gregory W. Cashman
Charlton Y. Phelps
Tracey W. and Robert A. Pruzan
Rabina Foundation
Elisa M. Rivlin and Eric L. Nadler
The Robinson Family Foundation
Rachel L. and John D. Rodin
Elise M. Romanik and John Field
Gerald Rosenfeld
Christine L. Ruyter
Andrew Sabin Family Foundation
Wendy Schlight and Gerald M. Monroe



Joyce and Joel Seligman
Karen Sesny
Peter Sills
Babette Solon Hollister
The Abraham and Beverly Sommer
Foundation
Lois and Arthur Stainman
The Judy & Michael Steinhardt
Foundation
Leah and Christopher Tahbaz
Todd van Stolk-Riley
David Vann
Natalie M. Vasiliu
Ilene and Edwin G. Vroom
Susan N. Wagner
Kathy A. and Kevin J. Watson
Carol A. and Mark A. Willis
Willman-Crowley Foundation
The Raymond and Nora Wong
Family Fund
Deann Wright and Luke Evin
Wendy Zimmerman and Stephen Cutler
Amelia J. Zoler
Anonymous (11)

CORPORATE DONORS

[Children's Aid salutes our corporate donors, whose generosity advanced our mission to help children in poverty during fiscal year 2018.](#)

Accenture
AIG
Allen & Company, Inc.
American Benefits Consulting
American Express Company
Anchin, Block & Anchin LLP
The Angell Pension Group, Inc.
Aon Risk Services Northeast, Inc.
Apple
ARC Advisors, Inc.
Avago Technologies
AXA
Axar Capital Management, LP
Bank Leumi USA
Bank of America
Barbalan Corporation
Barclays
Berkshire Hathaway
Bessemer Trust
B&H Photo Video
Big Apple Circus
Blackrock, Inc.
Bloomberg L.P.
Blue Bottle Coffee
BNY Mellon
Boeing
Bolton-St. Johns
Boyd's Mills Press

Boys & Girls Clubs of America
Branch Banking & Trust, Co.
Bronx Alehouse
The Brooklyn Mom Collective
Brookwood Companies Incorporated
BTIG, LLC
Bull's Head Foundation, Inc.
CA Technologies
Carat/Dentsu Aegis Network
Cartier, Inc.
CBS Records
CBS Television Studios
Cerebro Global, LLC
Check Point Software Technologies, Inc.
Cherokee Enterprises, Inc.
Chestnut Investors
Chimera Investment Corporation
Choices Matter
Chubb & Son Inc.
Church Wardens and Vestry of
The Church of Saint James
Citi
City Legendz LLC
Clarins Group
Collaborative Land Use Solutions
Community Service Society of New York
Con Edison
Cooper Financial Services
Corcoran Group Cares, Inc.
Cruise Industry News
Darien Boat Club
Davis Wright Tremaine LLP
D.E. Shaw & Co., LP
Deltec Asset Management, LLC
Dentons US LLP
Deutsche Bank Americas
DFG Investment Advisers
Disney Worldwide Services, Inc.
Duke Alumni Association
Edelman
Empire Wealth Strategies
E.W. Howell Co., LLC
Fidelity Investments
FleishmanHillard
Franklin Templeton Investor Services, LLC
FXI, Inc.
Gap Inc.
Garden of Dreams Foundation
Gartner Group, Inc.
GE
Global Impact
Goldman, Sachs & Co.
Google, Inc.
Grant Thornton LLP
Greenberg Traurig, LLP
Greenfield Stein & Senior, LLP

Harvest
Health Care Pharmacy
Hearst Corporation
Hirschen Singer & Epstein LLP
Hogs & Heifers, Inc.
Houlihan Lawrence, Inc.
HUB International
Hutchison Corporation
IBM
Ingersoll Rand PLC
Interbrand
JB Drax Honoré
John Baliski Landscaping
Johnson & Johnson
JPMorgan Chase
JTD Productions
JW Data, LLC DBA Aurelius Golf
Kate Winton Designs
Kids of the Arts
Kidstuff
KIND
King & Spalding
Kirkland & Ellis
Kirk's Sparkle Shop
KKR & Co.
KPMG LLP
Liberty Mutual Foundation
Linsone, Inc.
Lois Rosenberg Consultants, Inc.
The Lord, Abbett & Co. LLC
M3 Signs Plus
Magee Landscape
Mariner Wealth Advisors
Marketo
Mattawoman Counselors
McKinsey & Co.
Mediterranean Shipping Company
(USA), Inc.
Merck
Method Design, PLLC
MGM Resorts Foundation
Microsoft
Montclare & Wachtler LLP
Moore Freres & Company
Morgan Stanley
Mutual of America
New York City MicroTek
New York Football Giants, Inc.
New York Life Insurance Company
New York University
New York University School of Law
Next Street Financial LLC
Nixon Peabody LLP
Nonprofit Coordinating Committee
of New York
Northern Trust

Northwell Health-GoHealth Urgent Care
O, The Oprah Magazine
Oath, Inc.
Offering Tree, SBC
OppenheimerFunds: Legacy Program
Penguin Group (USA), Inc.
Penn & Associates, LLP
Penn Mutual Company
PepsiCo, Inc.
Perella Weinberg Partners
Perlman & Perlman, LLP
Perrigo Company
Petro, Inc.
Pfizer, Inc.
Picrow, Inc.
P.I.E. Facilities of NY, Inc.
Pitney Bowes Giving Station
P/Kaufmann
Plaza Del Castillo Development
Corporation
Primary Care Development Corporation
Proftech LLC
Project Worldwide
Prudential
PurePoint Financial
PwC
Rafanelli Events
Reader's Digest Association, Inc.
Recreation Farm Society, Inc.
Red Marble Media, Inc.
Regeneron Pharmaceuticals, Inc.
Right Tree Consulting LLC
Riot Games, Inc.
Rockborn Trucking + Excavation Inc.
Rockefeller & Co.
Rollin Braswell Fisher LLC
Rothschild & Co.
Samsung Electronics
Sanofi
SAP America, Inc.
Schiff Hardin LLP
Scopia Capital Management LLC
Scotiabank
Scripps Ventures
Select Equity Group
Service All Window & Door Corporation
Seventh District Association Inc.
Shelter Point Life Insurance Company
Signature Bank
Smith, Gambrell & Russell, LLP
SocialFlow
Sontag Advisory, LLC
Sotheby's
Stand Up NY
Stichting Intertrust Foundation
Super Soccer Stars

TEC Building Consultants
Theatretworks USA
Time Inc.
Tishman Speyer Properties LP
Transwestern Consulting
Turner Broadcasting Systems
UBS
Unilever US, Inc.
The Unitarian Society
United Healthcare Services, Inc.
United States Steel Corporation
Viacom Inc.
Victory Bible Church International
Visa Inc.
Voya Financial Advisors Inc.
Wachtell, Lipton, Rosen & Katz
Waste Solutions Group, Inc.
Watch Me Grow
Water Mill Asset Management Corp.
Westchester Jewish Community Services
Westchester Reform Temple
Westchester Tree Life, Inc.
WeWork
WowToyz
Anonymous

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 2018.

In Honor Of

Pamela Abraham
Iris Abrons
Nina Bershadker
Martha Bicknell Kellner
Jackson Blair
Phoebe C. Boyer
Roosevelt Byers
Dr. Michael A. Carrera
Paul Clarke
Creative Business Inc.'s Friends
and Contacts
Julie Crystal
Michelle DeLong
Arif Sanli Ergun
Mehranguiz Farohi and Nesser Enshaeian
Edward Fein
Molly and Nelson Gaertner
Claire Gilvar
Jane and Budd Goldman
Nancy Gurman
Tom Hoagland

Ronald H. Kaufmann
Liz Keller
Diane and Albert Kirchner
KLS Professional Advisors
Edgar R. Koerner
Kees Kruythoff
Israel Lebovits
Denis Leyva
Janine E. Luke
Carly Lynch
Miriam Martinez
Beth Massoud
Hugh McGovern
Jennifer and Howard Michaels
Frank Novello
Abbie F. Platt
Claudia Romo Edelman and
Richard Edelman
Eren Rosenfeld
Lauren R. and John M. Roth
Rachel Moranis and Gregory Rubin
Tim Ryan
Amy and Charlie Scharf
Reina and Bob Schorr
Connie Stubbs
Maria T. Swenson
Anne Tamayo
Nora Truskey
Dennis van den Broek
Marlee Vaughan
Peter Wallace

In Memory Of

Sidney and Ellis Alexander
Dean R. Avery
Juvella Canlas Huang and
Dr. Joseph Huang
William Carlson
Ethel Corwin
Richard R. Dieterle
Philip Doro
Betty Galeota
Ina Goldstein
Alison Cragin Herzig
David Ironside
Truda Jewett
Dr. Irving Kittay
Lillian Morrison
Sol Eckstein Nadel
Judith Reitman
Gabriel Billion Richardson
Melvin R. Seiden
Jean and Bob Stern
Wick Stern
Laura Traynor



Tom is committed to ensuring that Children's Aid is able to make an impact for years to come.

TOM REYNOLDS • Children's Aid Trustee & Supporter

Tom's leadership and vision position Children's Aid and its young people for tremendous growth and success.

VISION

For Children's Aid to continue its rich history of innovation, we need leaders who can anticipate where we'll be tomorrow, next year, and 30 years into the future. Leaders like Tom Reynolds.

In 1991, Tom graduated from the Wharton School at the University of Pennsylvania and began his career in management consulting and finance. At the same time, he also felt the desire to give back, so he volunteered with an organization he thought was doing some pretty impactful work: Children's Aid.

Today, he's built a successful career in private equity and still feels that same responsibility to give back. That's what led him to join the Children's Aid Board of Trustees, where he raises critical capital and provides a vision for our most important financial and strategic decisions. He's also served on our benefit committee, where he's secured honorees and helped raise millions of dollars in funding. For the 2019 benefit, he has deepened his commitment to Children's Aid by chairing the committee.

Thirty years ago, Tom had a vision for himself and for his community, and now he's following through by helping lead the work at Children's Aid.

REALIZING THE VISION

"As a trustee, you really see the organization and the significant infrastructure required to have a meaningful impact. It actually takes resources and 'boots on the ground' in order to scale." —Tom Reynolds

FY 2018 FINANCIAL REPORT

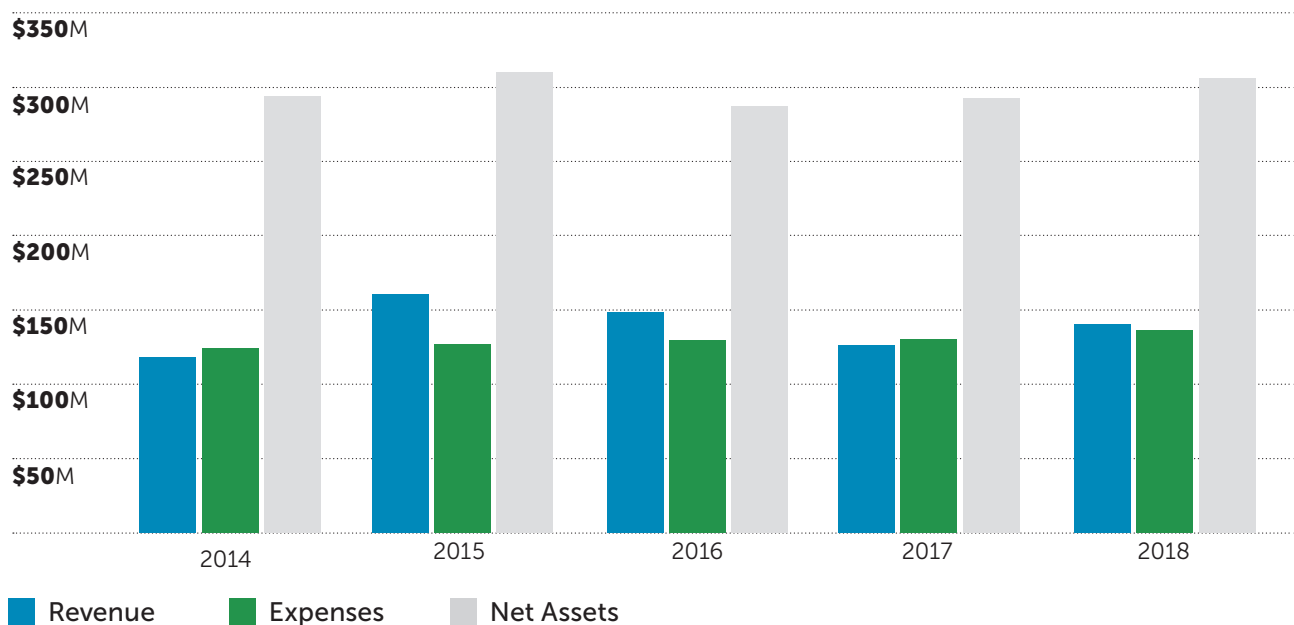
For the fiscal year ending June 30, 2018

▶ MAINTAINING A STRONG POSITION

We are pleased to present our financial report based off of fiscal year 2018 audited financial statements. Children's Aid continues to have diverse revenue streams and a solid base of reserves, finishing the fiscal year on June 30, 2018 in a strong position. We reached \$140.1 million in operating revenue for the year compared to \$126.5 million in 2017. Totals in 2018 include \$86.6 million in support from the city, state, and federal governments and \$25.6 million in contributions, a rise of \$6.2 million and \$4.9 million respectively over the prior year. We spent \$136.3 million on operating expenses, including \$111 million on program services and \$25.3 million on support services. We allocated 81.5 percent of our operating expenses toward programs, 16.1 percent to management and general, and 2.4 percent toward fundraising, which are very efficient ratios. Children's Aid ended the year with total assets of \$424.4 million, a 1% increase over the previous year.

The following are highlights from fiscal year 2018. Please visit ChildrensAidNYC.org/about/financials for our complete fiscal year 2018 financial statement.

FIVE-YEAR FINANCIAL ANALYSIS



FY 2018 REVENUE & EXPENSE



Government	62%	\$86.6 million
Contributions	18%	\$25.6 million
Board-Approved Use of Reserves	14%	\$19.2 million
Fees and Other Income	5%	\$7.6 million
Net Assets Released ¹	~1%	\$1.2 million



Program Services

Child Welfare and Family Services	31%	\$42.1 million
School Age	18%	\$24.9 million
Early Childhood	13%	\$17.5 million
Health and Wellness	12%	\$16.8 million
Adolescence	6%	\$8.4 million
National Center for Community Schools	1%	\$1.4 million

Support Services

Management and General	16%	\$22.0 million
Fundraising	<3%	\$3.3 million

¹ Combined total of net assets released (transferred) from board-designated special purpose funds (-\$1.1 million) and net assets released from the real estate net asset fund (\$2.3 million).

ON THE MOVE

RELOCATION

We are incredibly excited to be relocating our headquarters to Harlem in 2020. This move situates us nearby our Dunlevy Milbank Community Center, several of our early childhood education centers, and one of our family services sites, as well as near subways to Washington Heights, the South Bronx, and the ferry to Staten Island. It also cements our commitment to working alongside the communities we serve and their local leaders, while also positioning our central services and program staff to collaborate more closely.



THE CHIN FAMILY • Early Childhood & School Age Program Participants

Children's Aid gives Khalil and Karriy the opportunity to expand their horizons.

In 2015, 8-year-old Khalil had summer plans consisting of playing video games and staying indoors—until his mom found Children's Aid. His summer then instantly changed to a fun-filled adventure with all sorts of exciting and stimulating activities, like hands-on learning projects and swimming lessons with new friends.

Khalil's younger brother Karriy is also a Children's Aid kid, attending one of our early childhood programs in Harlem. In this program, he's already shown tremendous potential in language arts, and he says that he loves arranging letters together into words.

Kamik, the boys' mother, says that Children's Aid helps her sons get exactly the education she wants for them.

We are there for her, as we are for her children—every step of the way.



HELP US AIM BIG!

We're counting on you to help create more stories like those of Julio Reyes and the Chin and Santos families. **The most powerful way to do so is by making a one-time or monthly gift**, so that our programs can continue to transform lives across New York City.

Other critical ways to get involved include:

Corporate partnerships and volunteering | Demonstrate your commitment to creating stronger communities by becoming an official corporate partner of Children's Aid. Packages include event sponsorship opportunities, career mentorship programs, group volunteer projects, and more.

Event attendance | Join clients, staff, supporters, and other Children's Aid community members as we celebrate our life-changing work at one of our memorable events. Options include our annual benefit, Golf Classic, and marathon team, or our smaller events like student performances, site visits, advocacy trips, and roundtables.

Milestone fundraisers | If you have an upcoming milestone, creating a crowdfunding campaign to benefit Children's Aid is an easy way to make your celebration especially meaningful. Whether it's a wedding invitation or a social media fundraiser for your birthday, we will work closely with you to make giving back to children an important part of your special day.

Workplace fundraisers | There are so many creative ways to engage your coworkers by coming together to help children in need. Donors have hosted holiday drives, dress-down days, and casino nights to help build comradery among their staff and unite around supporting a great cause.

Planned giving | Ensuring the future strength of Children's Aid by committing to a planned gift is one of the most important contributions you can make, and an incredible way to create a lasting legacy. Contact a Children's Aid staff member at the phone number or email address below to talk about our different options, such as naming us in your will, retirement benefits, and trusts.

To support Children's Aid, please visit:

donate.ChildrensAidNYC.org

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

ChildrensAidNYC.org

[f](#) [t](#) [@](#) | [ChildrensAidNYC](#)

OFFERING CHILDREN FROM UNDERSERVED COMMUNITIES THE OPPORTUNITY TO REALIZE THEIR DREAMS IS A VERY BIG DEAL.

Our promise to New York City's children is that we will be there for them every step of the way.



711 Third Avenue, Suite 700 • New York, NY • 10017
giving@ChildrensAidNYC.org • 212.949.4936

Coming soon: 117 West 124th Street, 5th Floor • New York, NY • 10027

ChildrensAidNYC.org [f](#) [t](#) [@](#) | [ChildrensAidNYC](#)