



2017-2018

HIGHLIGHTS

Looking back over 2017-2018, Children's Institute celebrated a milestone – Primary Project turned 60 years old! To celebrate the past and to work towards the future, Primary Project child associates, school-based mental health professionals, and school leadership attended our milestone conference last fall. The conference was held in conjunction with our biennial Community Update which highlighted the roll-out of Children's Institute's two-year-old Social and Emotional Learning (SEL) Center as well as recognizing Dr. Deborah Johnson, Dr. Jeff Kaczorowski, and the late Gary Lazenby as recipients of Children's Institute's Coterie, our lifetime achievement award.

With our vision to positively impact the social and emotional health of one million children by 2020, we have focused on changing systems that work with young children. RECAP has continued for the past 20+ years to work on system change through comprehensive data-driven decision making to improve prekindergarten programs and child outcomes. Our SEL Center has begun working with school districts, out-of-school time programs, and child care centers to incorporate SEL into their daily activities. The director of the SEL Center, Elizabeth Devaney, is a major contributor to the NYS Department of Education's effort to advocate for SEL standards for schools. The GROW Rochester effort with our community partners screened over 1,100 three-year-olds and helped get them the services they need. Starting in the fall of 2018, the Rochester Area Parent Program (RAPP) led by Children's Institute began in earnest working with early education centers, Head Start, and the Rochester City School District to provide parents the support and information they can use in their daily lives. Our latest initiative, TRACC (Training, Resources and Coaching Center), is a partnership of 13 community organizations with Children's Institute as the managing partner. This effort has begun focusing on whole child health with a goal to ensure every child is developmentally on track from birth to age 8.

While Children's Institute leads some community collaboratives, it has also provided significant support to others during this past year. For example, we have participated in Rochester's Early Childhood Development Initiative (ECDI) for over 20 years and have contributed two co-chairs to this pioneering group. Since 2011, Children's Institute has provided leadership to the ROC the Future effort to positively impact children from cradle to career on the executive, kindergarten readiness, and out-of-school time teams. All Kids Thrive, an outgrowth of ROC the Future, is focused on integrating services

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for children and families from 0 to 8 years of age. Children’s Institute has been a charter and active member of this important effort for the past four years. For the Rochester-Monroe Anti-Poverty Initiative (RMAPI), Children’s Institute staff supported the Steering Committee and remains active on the Data and Evaluation Team. Since it began its work in the fall of 2018 to integrate health, education, and human services, Children’s Institute has been a part of the System Integration Team headed by Joe Morelle, United Way, and FLPPS (Finger Lakes Performing Provider System). In sum, changing systems to improve the lives of children is at the core of Children’s Institute’s efforts.

Last year, we continued to improve our brand and its reach through marketing efforts. Our website got a new look and our events, Kids & Trucks and Spotlight Series, continued to grow during the year. All signs point to increased awareness of Children’s Institute’s research and programs.

There is much good news as we look towards 2018-2019 to continue these trends. We would not and could not have accomplished our work without the steadfast support of our many partners, donors, foundations, and other funders. We thank you all for your commitment to and support of Children’s Institute.


A. Dirk Hightower
Executive Director


Larry Perkins
Board Chair

OUR MISSION:

Children’s Institute equips and supports those who work with children to ensure the success of every child.

OUR VISION:

By 2020, we will positively impact the social and emotional health of one million children.



Our efforts continue with more than 134,000 children added in FY18. The total since we set the goal is approaching 500,000. Further, the “in-depth” attention provided by Children’s Institute to served groups increased by 52% from the year before. Well done!

2017-2018 DONORS

Children's Institute is grateful for the generous support of individuals, foundations, and businesses as we address issues that impact the lives of young children in our community and beyond. Thank you for your commitment to Children's Institute as we work towards achieving our vision to positively impact the social and emotional health of one million children by 2020.

CHAMPIONS • \$5,000 AND UP

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Jacqueline Mayne
- ★ Richard and Vicki Schwartz
Martin L. and Suzanne S. Suter
Family Fund at the Rochester Area
Community Foundation

BELIEVERS • \$1,000 AND UP

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- ◆ John and Donna DePeters
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- ◆ Kripal Mehta
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at the Rochester Area Community
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FRIENDS

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Special gifts in memory of:

Jacque Cady
 Bradley Lewis Consler

Percy and Helen Hightower
 Gary Lazenby
 Nicole Ranalletta
 Nell Hartmann
 Bob Silver
 Mary Synnott
 Mary Anne Trost
 Barbara VanGennip
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Special gifts in honor of:

Terry and Eileen Hartmann
 Dirk Hightower
 Deborah Johnson
 Leonard Kulick
 James Morey
 Pat Kershner Ynesta

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 Daisy Marquis Jones Foundation
 ESL Foundation
 Farash Foundation
 Greater Rochester Health Foundation
 Marie C. and Joseph C. Wilson
 Foundation
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 Monroe County OMH
 Rochester Area Community Foundation

- Early Childhood Education Equity
- Feinbloom
- Hallowell Fund
- Louise H. Van Heyst Memorial Fund
- Rochester's Child

 Rochester Childfirst Network
 United Way of Greater Rochester

GIFTS IN KIND

Child Therapy Toys
 COMET Informatics LLC
 Emotionshelpkids.com
 Jodi Mullen, PhD., LMHC, RPT-S, CCPT-S
 Play Therapy Supply
 Sootheze Therapy Products
 Woodcliff Hotel & Spa

We appreciate the support from New York State Aid to Localities Education Budget line item for Primary Project at Children's Institute.

Every effort has been made to ensure accuracy. If your name has been omitted, misspelled, or listed incorrectly, please accept our apologies and bring the error to our attention so we can correct our records. Gifts received after June 30, 2018 will be recognized in our 2017-2019 biennial report. Thank you.

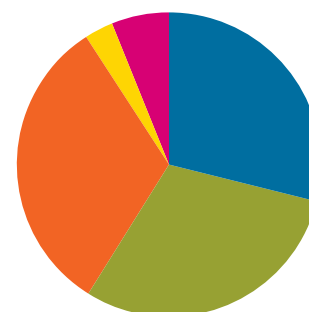
FINANCIAL REPORT

SUMMARY FINANCIAL INFORMATION

For years ending June 30, 2017 and 2018

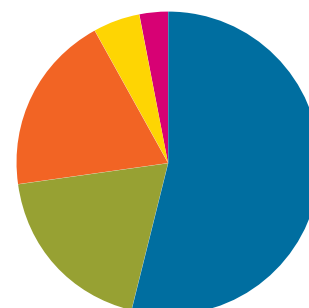
Balance Sheet	2017	2018
Cash & equivalents	\$ 113,908	\$ 608,988
Funding & grants receivable	\$ 465,198	\$ 565,913
Other current assets	\$ 44,785	\$ 47,985
Property & equipment	\$ 25,676	\$ 19,343
Long term receivables	\$ 336,129	\$ 237,662
Investments	\$ 2,597,812	\$ 2,964,012
Total Assets	\$3,583,508	\$4,443,903
Current liabilities	\$ 721,405	\$ 1,453,838
Long term liabilities	\$ -	\$ -
Total Liabilities	\$ 721,405	\$1,453,838
Net assets	\$ 2,862,103	\$ 2,990,065
Total Liabilities & Net assets	\$3,583,508	\$4,443,903

Statement of Activities	2017	2018
REVENUES & GAINS		
Government	\$ 1,126,036	\$ 1,244,067
Sales/fee for service/other	\$ 1,202,350	\$ 1,233,457
Foundations	\$ 1,215,230	\$ 1,363,173
Charitable giving	\$ 100,290	\$ 161,105
Contributed services	\$ 5,585	\$ 600
Investment & interest gains	\$ 277,584	\$ 201,652
Total Revenues	\$3,927,075	\$4,204,054
EXPENSES & LOSSES		
Programs & services (incl pass thru)	\$ 1,802,812	\$ 2,317,118
Research & development (incl COMET)	\$ 759,865	\$ 676,903
Finance & administration	\$ 713,115	\$ 749,459
Business services & communications	\$ 225,869	\$ 197,025
Fundraising	\$ 117,620	\$ 129,258
Depreciation & amortization	\$ 3,828	\$ 6,333
Total Expenses	\$3,623,109	\$4,076,096
Change in Net Assets	\$ 303,966	\$ 127,958



REVENUES & GAINS

- Government - 29%
- Sales/fee for service/other - 30%
- Foundations - 32%
- Charitable giving - 3%
- Investment & interest gains - 6%



EXPENSES & LOSSES

- Programs & services - 54%
- Research & development - 19%
- Finance & administration - 19%
- Business services & communications - 5%
- Fundraising - 3%

Notes

- Children's Institute's financial statements are audited by Mengel, Metzger, Barr & Co. LLP, Certified Public Accountants and can be viewed at www.childrensinstitute.net/donate/annual-reports.
- 2018 results shown are unaudited. Audited results will be reviewed in October, 2018.
- Pie charts reflect combination of 2017 and 2018 fiscal years.

KIDS & TRUCKS SPONSORS

We appreciate the generosity of all of our supporters of the Kids & Trucks event. Sponsors are listed below for the 2017 event.



\$5,000 – PEDAL TO THE METAL



\$1,000 – CRUISING



FRIENDS OF KIDS & TRUCKS



MEDIA SPONSOR



PRINT SPONSOR



FOR A LIST OF TRUCKS THAT PARTICIPATED AND EVENT PICTURES visit www.childrensinstitute.net/kids-and-trucks/2017-event

