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 (continued on page 2)
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

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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!
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.

### 2017-2018 DONORS

#### CHAMPIONS • $5,000 AND UP
- Leo and Charlotte Landhuis
- 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
- Anonymous
- Nancy and Joe Briggs
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- Richard Finkelstein and Meredith Fox Friend
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- Linda and A. Dirk Hightower
- Kripal Mehta
- Barbara Purvis
- Robert C. and Janice E. Silver Fund
  at the Rochester Area Community Foundation
- Suzanne & Ted Spall
- Connie Valk

#### SUPPORTERS • $500 AND UP
- Anonymous
- Marjorie Allan
- George and Vee Angle Charitable Fund
  at the Rochester Area Community Foundation
- Welda Bader
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- James and Carmen Brush
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- Dennis DeLeo
- Dr. Eric Dreyfuss
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- Kathleen Groupman
- Claire Laporte
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- Doug and Linda Mabon
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- Melissa Hatch
- Donna and John Hawkes
- Rebecca Horwitz
- Deborah Johnson
- The Shipley-Kaczorowski Family
- Amy Kahn
- Nancy Kaplan
- Jeff and Teri Kenyon
- Dr. Howard Kirschenbaum and Mary Rapp
- Diane and Bob Larter
- Judy Lazenby
- David Legel
- Ellen Leopold and Howard Beckman
- Amy Flatley Levine
- Dr. and Mrs. Edward D. Lewis
- Dr. James Lewis III
- Dr. and Mrs. Norman Loomis
- Dr. Jeanne Loysen

(continued on page 4)
Andrew MacGowan, III  
Mary Maiolo  
Michael & Jennifer McDougall  
Carmel Merrill  
Elaine Montrose-Usdane  
Jeanne Morey  
Patricia Morrow  
Rashid and Monica Muhammad  
James and Mary Louise Musler  
Charles Olin  
Craig Orlowski and Lynn Garfunkel  
Larry Perkins  
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Stephen Pulos  
William & Barbara Pulsifer  
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R. Danforth Ross  
Laura J. Sadowski  
Shelley Sanyshyn  
Todd Savage  
Richard Schaeffer  
Melissa Schiff  
Honorable Anthony J. Sciolino  
George Segel  
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Thomas Tyson  
Robert Ulliman  
Lori and Eric VanAuken  
Genemarie VanWagner  
Judy Wadsworth  
Stephen Webb, M.D.  
Ethan and Janet Welch  
Lois Wilson  
Dr. Edward Yansen

Percy and Helen Hightower  
Gary Lazenby  
Nicole Ranalletta  
Nell Hartmann  
Bob Silver  
Mary Synnott  
Mary Anne Trost  
Barbara VanGennip  
Gannon Werner

**Special gifts in honor of:**  
Terry and Eileen Hartmann  
Dirk Hightower  
Deborah Johnson  
Leonard Kulick  
James Morey  
Pat Kershner Ynesta

**FOUNDATIONS/BUSINESSES**  
Brighter Days  
City of Rochester  
Daisy Marquis Jones Foundation  
ESL Foundation  
Farash Foundation  
Greater Rochester Health Foundation  
Marie C. and Joseph C. Wilson Foundation  
Max and Marian Farash Charitable Foundation  
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.*
2017-2018
FINANCIAL REPORT

SUMMARY FINANCIAL INFORMATION
For years ending June 30, 2017 and 2018

Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash &amp; equivalents</td>
<td>$ 113,908</td>
<td>$ 608,988</td>
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<tr>
<td>Funding &amp; grants receivable</td>
<td>$ 465,198</td>
<td>$ 565,913</td>
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<tr>
<td>Other current assets</td>
<td>$ 44,785</td>
<td>$ 47,985</td>
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<tr>
<td>Property &amp; equipment</td>
<td>$ 25,676</td>
<td>$ 19,343</td>
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<tr>
<td>Long term receivables</td>
<td>$ 336,129</td>
<td>$ 237,662</td>
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<tr>
<td>Investments</td>
<td>$2,597,812</td>
<td>$2,964,012</td>
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<tr>
<td><strong>Total Assets</strong></td>
<td><strong>$3,583,508</strong></td>
<td><strong>$4,443,903</strong></td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>REVENUES &amp; GAINS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Government</td>
<td>$ 1,126,036</td>
<td>$ 1,244,067</td>
</tr>
<tr>
<td>Sales/fee for service/other</td>
<td>$ 1,202,350</td>
<td>$ 1,233,457</td>
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<tr>
<td>Foundations</td>
<td>$ 1,215,230</td>
<td>$ 1,363,173</td>
</tr>
<tr>
<td>Charitable giving</td>
<td>$ 100,290</td>
<td>$ 161,105</td>
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<tr>
<td>Contributed services</td>
<td>$ 5,585</td>
<td>$ 600</td>
</tr>
<tr>
<td>Investment &amp; interest gains</td>
<td>$ 277,584</td>
<td>$ 201,652</td>
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<tr>
<td><strong>Total Revenues</strong></td>
<td><strong>$3,927,075</strong></td>
<td><strong>$4,204,054</strong></td>
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</tbody>
</table>

EXPENSES & LOSSES

<table>
<thead>
<tr>
<th></th>
<th>2017</th>
<th>2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>Programs &amp; services (incl pass thru)</td>
<td>$ 1,802,812</td>
<td>$ 2,317,118</td>
</tr>
<tr>
<td>Research &amp; development (incl COMET)</td>
<td>$ 759,865</td>
<td>$ 676,903</td>
</tr>
<tr>
<td>Finance &amp; administration</td>
<td>$ 713,115</td>
<td>$ 749,459</td>
</tr>
<tr>
<td>Business services &amp; communications</td>
<td>$ 225,869</td>
<td>$ 197,025</td>
</tr>
<tr>
<td>Fundraising</td>
<td>$ 117,620</td>
<td>$ 129,258</td>
</tr>
<tr>
<td>Depreciation &amp; amortization</td>
<td>$ 3,828</td>
<td>$ 6,333</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$3,623,109</strong></td>
<td><strong>$4,076,096</strong></td>
</tr>
</tbody>
</table>

Change in Net Assets  | $ 303,966 | $ 127,958 |

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.
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

FRIENDS OF KIDS & TRUCKS

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