



2020 Communities In Schools Financial Summary



A Message from Our Leadership

During the 2020-2021 school year, we hit a milestone we didn't expect: one year of operating in the pandemic. For many students, it was spring – not fall – that marked back to school. But whether students are in schools, at home, or moving in between, they still need help beyond the classroom. And Communities In Schools® (CIS™) is there to heed their call.

Our network leaders and site coordinators worked tirelessly this past school year to ensure students and families continued to receive the level and quality of supports they had come to expect from CIS. And many families were introduced to our compassionate and dedicated staff for the first time. While the pandemic disproportionately impacted our Black, Brown, and Indigenous students and those living in poverty, CIS was there to meet their basic needs, to offer social and emotional support, and to empower students to navigate the uncertainty of their everyday lives while staying focused on their individual goals.

At CIS, we've focused on a strategic reengagement initiative that ensures all students, no matter their race, neighborhood or background, have what they need to return to learning and reach their potential in schools. We also created a bold refresh of our strategic plan that challenges all schools to provide wraparound services or integrated student supports inside schools to make sure all students' needs are met in one place.

And despite the continued unprecedented challenges this past school year, our network remains strong. We reached 1.7 million students in 2,900 schools and community sites in 26 states and the District of Columbia. Ninety-nine percent of students remained in school this past school year, 97 percent of K-11 students were promoted to the next grade, and 96 percent of seniors graduated or received a GED. In the face of a crisis, our students and families can have confidence in our ability to continue to maintain a high level of care and support.

In addition, CIS was recognized by the U.S. Department of Education as an integrated student supports model that can help students in school. This signals a huge potential for growth as we enhance our profile and tap in federal dollars in response to COVID-19 and a redesign of schools to serve ALL students.

Together, we can be a part of a powerful movement of change to create equitable learning environments that benefit all students and future generations. This work takes a community of support – including yours. Thank you for your continued confidence and trust in the mission and values of Communities In Schools.



A handwritten signature in black ink, appearing to read 'Rey Saldaña'.

Rey Saldaña
President & CEO



A handwritten signature in black ink, appearing to read 'Steven McCullough'.

Steven McCullough
Chief Operating & Equity Officer

Board of Directors

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Elaine Wynn
Elaine P. Wynn and Family Foundation

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Leonard Stern
Shepardson Stern + Kaminsky

Donna Weiss

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Sesame Workshop

Christopher Womack
Southern Company

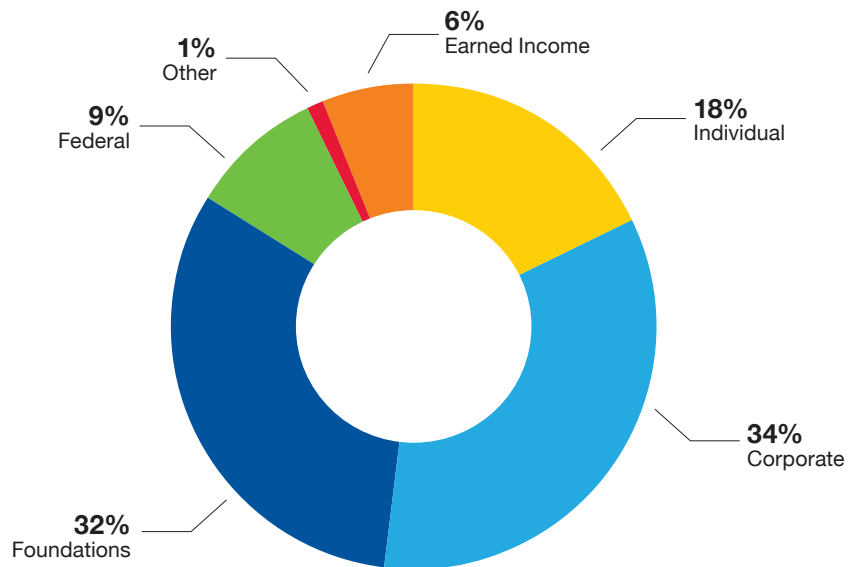
John R. Ettinger
Davis Polk & Wardwell LLP (retired)
Board Member Emeritus

Jonathan G. Powers
Board Member Emeritus

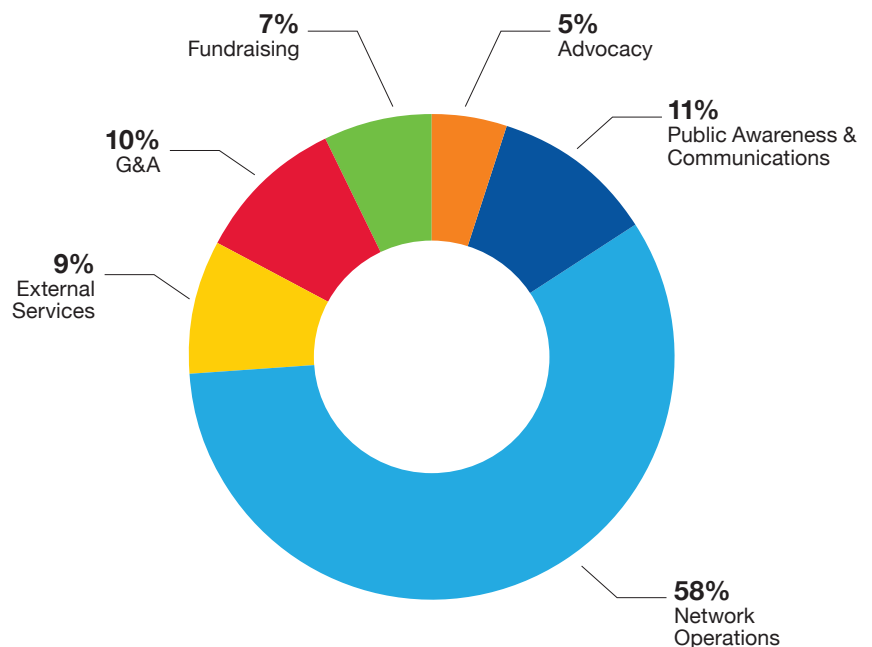
Linda Gale White
Former First Lady of Texas
Board Member Emeritus

Financial Snapshot

SUPPORT AND REVENUE*



EXPENSES*



*Excludes in-kind contributions/services

Fiscal Year 2020

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Year Ended September 30, 2020

SUPPORT AND REVENUE

Contributions:

| | |
|--------------------------------------|---------------------|
| Foundations* | \$4,715,060 |
| Corporations | \$5,034,128 |
| Individual/Family Foundations | \$2,694,755 |
| Grants-governmental agencies | \$1,244,091 |
| Earned Income | \$934,680 |
| Other Revenue | \$76,882 |
| Sub-Total Support and Revenue | \$14,699,596 |
| In Kind Contributions** | \$34,549,985 |
| Total Support and Revenue | \$49,249,581 |

EXPENSES

Program Services:

| | |
|------------------------------------|---------------------|
| Advocacy | \$1,345,058 |
| Communications & Public Engagement | \$3,258,706 |
| Network Operations | \$17,046,203 |
| External Services | \$2,697,942 |
| Total Program Services | \$24,347,909 |

Supporting Services:

| | |
|----------------------------------|---------------------|
| General and Administrative | \$3,098,532 |
| Fundraising | \$1,974,529 |
| Total Supporting Services | \$5,073,061 |
| Sub-Total Expenses | \$29,420,970 |
| In-Kind Services** | \$34,549,985 |
| Total Expenses | \$63,970,955 |

| | |
|---|----------------------|
| Change in Net Assets from Operations | (19,828,611) |
| Investment Income (Loss), net | 2,817,718 |
| Change in Net Assets | (22,646,329) |
| Beginning Net Assets | \$80,976,974 |
| Ending Net Assets | \$103,623,303 |

STATEMENT OF FINANCIAL POSITION

Year Ended September 30, 2020

ASSETS

| | |
|-----------------------------------|---------------------|
| Cash and Cash Equivalents | \$27,647,608 |
| Cash Held for Restricted Purposes | \$133,696 |
| Investments | \$35,450,268 |
| Pledges Receivable, Net | \$5,856,911 |
| Government Grants Receivable | – |
| Other Assets | \$1,609,515 |
| Fixed Assets, Net | \$1,388,037 |
| Total Assets | \$72,086,035 |

LIABILITIES AND NET ASSETS

Liabilities:

| | |
|--|---------------------|
| Accounts Payable and Accrued Liabilities | \$2,288,725 |
| Deferred Revenue | \$113,099 |
| Deferred Rent | \$610,893 |
| Total Liabilities | \$3,012,717 |
| <i>Net Assets:</i> | |
| With Donor Restriction | \$55,727,860 |
| Without Donor Restriction | \$13,345,458 |
| Total Net Assets | \$69,073,318 |
| Total Liabilities and Net Assets | \$72,086,035 |

Communities In Schools fiscal year began October 1, 2019 and ended September 30, 2020.

*Does not include family foundations.

**In-kind contributions/services consist of donated media.

Our Stewardship

Communities In Schools is deeply grateful to all who support our work. Every dollar makes a difference for every child, and we are committed to the highest standards of transparency, efficiency, and stewardship.

LUMINARIES

| | | | |
|--|------------------------------|-----------------------------------|----------------------------------|
| AbbVie | Fuego Holdings | Thomas Klitgaard and Kyle Staver | Dan Cardinali and Scott Mitchell |
| Altria Group | Alva Greenberg | Edward and Susan Kritzman | Suzanne Chapis |
| Anonymous | Zac Guevara | Kuhn Foundation | Dolph Courchaine |
| Arby's Foundation | JANX Foundation | Linda and Philip Lader | Dan Domenech |
| AT&T | Lipson Family Fund | Michael Leake | Colin Downey |
| Ballmer Group | Jillian Manus | Ernie Lee | Jessica Gage |
| Chan Zuckerberg Initiative | John D. Nixon | Robert Len | David Gantsweg |
| ECMC Foundation | Slater Rider Charitable Fund | Miren Letemendia | Nigel Goldenfeld |
| The Edna McConnell Clark Foundation | Margaretta Taylor | Karen and Peter MacKinnon | Stephanie Guess |
| Costco Wholesale | Jason G. and Donna Weiss | Wendell and Ellen Maddrey | Jessica Karode |
| FCA Foundation | | William and Jean Milliken | Alex Keller |
| Hudson | | Debra Montanino | Christina Leto-Feist |
| Players Coalition Charitable Foundation | | Laurie Munson | Lucy Stutz and Jared Levine |
| Robertson Foundation | | Katie Nelson | Mark Merker |
| The Wildflower Foundation, Inc. | | Darilyn and Mechelle Olidge-Evans | Jim Person |
| Jerry Croan | | Carmen Ortiz-McGhee | Abby Pruitt |
| Elaine Wynn through the Elaine P. Wynn & Family Foundation | | Anne Rutherford | Kathy Raseman |

CHAMPIONS

VISIONARIES

| | | | |
|--|-------------------------------------|----------------------------|--------------------------------|
| Robert H.B. Baldwin, Jr. and Margaret J. Sieck | Anonymous | David Selden | Greg Ribakove |
| James Beissner | Anonymous | Juan Sepúlveda | Elaine Scott |
| Gerald Breslauer | Anonymous | The CauseWay Agency | Paul Selvin and Kathy Maniates |
| James M. and Susan Cole | Anschultz Entertainment Group, Inc. | USI Affinity Corporate | David Shilling |
| Patti Duce | Whitney Baldwin | Pamela Weil | Alisa Singer |
| Duff & Phelps Charitable Foundation | Nancy and Frank Blood | Joseph Weinstein | Robert Small |
| Dale Erquiaga | Mike Brenan | John and Louise Wellemeyer | David Sylvester |
| The Joseph H. Flom Foundation | Sterling K. Brown | | Christine Taylor |
| Michael French | Cyndy Canada | | Rebecca Tolmach |
| | Stephen and Louise Caruthers | | Lois Vance |
| | Central United Protestant Church | | Thomas Voute |
| | CLC Foundation, Inc. | | Janet Weller |
| | Kristen Conklin | | Jeff White |
| | Kimberly Davis | | |
| | Frederick Dearborn | | |
| | Deck the Hallmark | | |
| | Pressley & Tanner Frevert | | |
| | Kendall Houghton | | |
| | Rebecca Ichord | | |
| | Kirby Family Foundation | | |

SUPPORTERS

| | |
|---------------------------|--|
| Anonymous | |
| Laurie Ashley | |
| Marjory and Peter Bankson | |
| Marisa Bolton | |
| Eileen Breum | |
| Joy Bryant | |

To make a secure donation to Communities In Schools, please visit www.communitiesinschools.org/donate
To leave a lasting legacy through a bequest or planned gift, please contact Janine Quijije, Chief Advancement Officer, at (703) 791-2193 or QuijijeJ@cisnet.org

How Can You Help?



DONATE



ADVOCATE



VOLUNTEER

Visit CommunitiesInSchools.org to learn more.



2345 Crystal Drive, Suite 700, Arlington, VA 22202

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