



2018 Communities In Schools Financial Summary



Leadership Message

What We Are Made Of is the theme of our dynamic new marketing campaign. It has come to symbolize the stories of the students we serve as well the strength and resilience they demonstrate, every day, to stay in school and achieve in life. The campaign has also inspired us to look at the work of Communities In Schools (CIS) in a new light.

Our ambition is unchanged. We want every child in need across America to have a community of support in and outside of the classroom. But as we enter the third year of our strategic plan, we want to demonstrate our resolve to achieve these goals: to grow the number of students we serve; deepen our evidence-based practices; ensure sustainability by using our resources in the most efficient way possible; and live up to our stance of driving diversity, equity and inclusion throughout the organization.

In short, it's time to show America just what CIS is made of. This Financial Summary, along with our end-of-year results, represents our progress.

- We have greatly expanded the number of schools and students within our network of affiliates and state offices through our Challenge Grants.
- We have engaged school districts and government stakeholders in creating more options to engage Communities In Schools by licensing our model and receiving professional development.
- We have challenged the way we did our work in the past and explored new opportunities to serve students with quality. We've accomplished this by introducing social emotional learning and developmental relationships as a priority for serving students and by using our data and research to inform us of underserved populations that may need additional support.
- We have evolved the way we work to become more nimble, flexible and adaptive to an increasingly complex environment where social, political and organizational norms are changing. But we are doing so in a way that allows us to hold firm to our core values of integrity, equity, accountability, collaboration and excellence.
- We are infusing the principles of diversity, equity and inclusion in all that we do as an organization to help create equitable outcomes for the students we serve.

Communities In Schools has always evolved with the times, and we can expect that will continue. But at the heart of this organization are people (donors, advocates, staff, students and families) who continue to dig deep within themselves to collaborate, innovate and partner and give students a fair shot at realizing their potential.

Thank you for partnering with Communities In Schools and thank you for showing us what you're made of!



A handwritten signature in black ink, appearing to read 'Dale Erquiaga'.

Dale Erquiaga
President & CEO



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

Steven McCullough
Chief Operating Officer

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Elaine P. Wynn and Family Foundation

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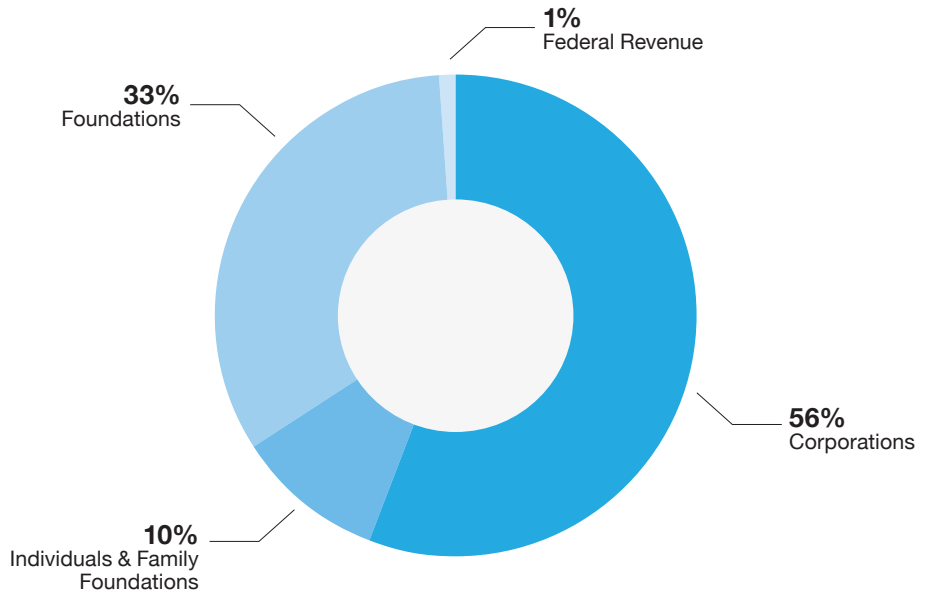
Donna Weiss

Sherrie Rollins Westin
Sesame Workshop

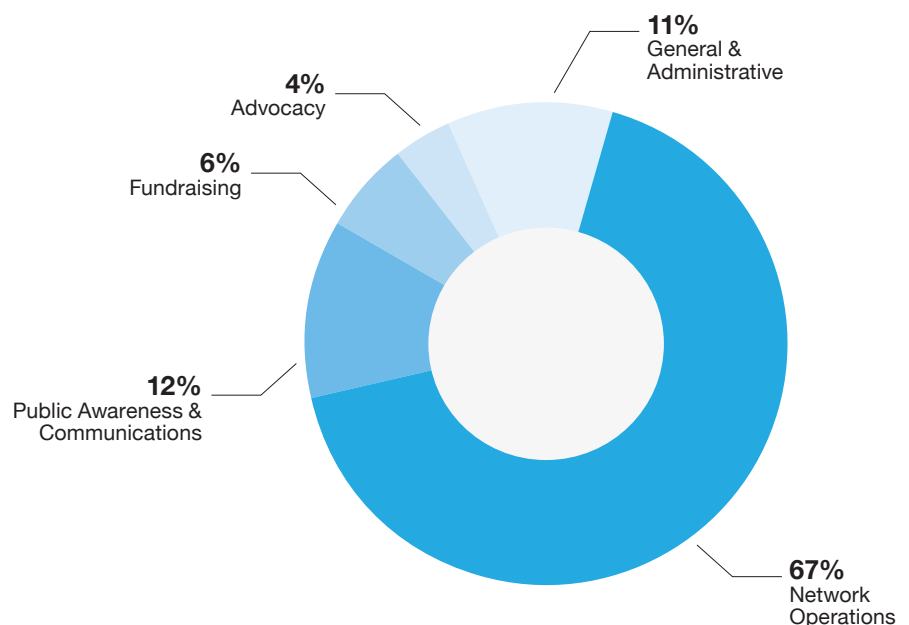
Linda Gale White
Former First Lady of Texas

Financial Snapshot

Support and Revenue*



Expenses*



*Excludes in-kind contributions/services

Fiscal Year 2018

STATEMENT OF ACTIVITIES AND CHANGES IN NET ASSETS

Year Ended September 30, 2018

SUPPORT AND REVENUE

Contributions:

Foundations*	\$21,037,180
Corporations	\$35,129,168
Individual/Family Foundations	\$6,448,543
Grants-governmental agencies	\$380,821
Other Revenue	\$167,419
Sub-Total Support and Revenue	\$63,163,131
In Kind Contributions**	\$10,517,966
Total Support and Revenue	\$73,681,097

EXPENSES

Program Services:

Advocacy	\$1,178,900
Communications & Public Engagement	\$3,289,402
Network Operations	\$17,913,662
Total Program Services	\$22,381,964

Supporting Services:

General and Administrative	\$3,024,337
Fundraising	\$1,541,752
Total Supporting Services	\$4,566,089
In-Kind Services**	\$10,517,966
Total Expenses	\$37,466,019

Change in Net Assets from Operations	\$36,215,078
Investment Income (Loss), net	\$2,081,506
Change in Net Assets	\$38,296,584
Beginning Net Assets	\$51,421,073
Ending Net Assets	\$89,717,657

STATEMENT OF FINANCIAL POSITION

Year Ended September 30, 2018

ASSETS

Cash and Cash Equivalents	\$26,032,632
Cash Held for Restricted Purposes	\$129,129
Investments	\$37,316,340
Pledges Receivable, Net	\$26,669,813
Government Grants Receivable	\$278,276
Other Assets	\$921,799
Fixed Assets, Net	\$801,124
Total Assets	\$92,149,113

LIABILITIES AND NET ASSETS

Liabilities:

Accounts Payable and Accrued Liabilities	\$1,690,649
Deferred Rent	\$740,807
Total Liabilities	\$2,431,456

Net Assets:

Unrestricted	\$8,890,413
Temporarily Restricted	\$55,817,164
Permanently Restricted	\$25,010,080
Total Net Assets	\$89,717,657
Total Liabilities and Net Assets	\$92,149,113

Communities In Schools' fiscal year began October 1, 2017 and ended September 30, 2018.

**Does not include family foundations.*

***In-kind contributions/services consist of donated media services and donated hotel costs for an event.*

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.

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David Shilling
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Danny Strong
Christine Taylor
John Wellemeyer
Jeff White

How Can You Help?



DONATE



ADVOCATE



VOLUNTEER

Visit CommunitiesInSchools.org to learn more.



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