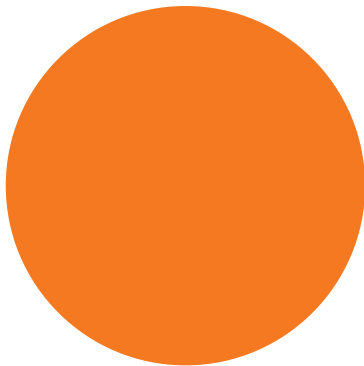




**children's
institute**

Healthy Children | **Thriving** Families
Empowered Communities

Annual Report | 2018





Dear Friends,

It's been a busy year at Children's Institute. We adopted an ambitious strategic plan that will double the number of children and families we serve over the next 10 years. We sharpened our mission statement, updated our branding, redesigned our website and reorganized our staff around three vulnerable populations: children birth to five years, students attending high-needs schools and system-involved youth.

This year's annual report celebrates CII's values: Passion, Innovation, Partnership and Equity. These values inform who we are and what we do as an organization. On the following pages, you'll meet individuals like Rodolfo and LaRae, who illustrate our values in action.

This past year, CII's dedicated staff served more than 26,000 children and families through trauma-informed early education, behavioral health and family strengthening services. On behalf of our staff and clients, we thank our donors, volunteers and supporters for recognizing and investing in this critical work.

Together, we can break the cycle of childhood adversity and build brighter futures for LA's kids.

With our warmest wishes,

Martine Singer
President & CEO

Paul Kanin
Chairman, Board of Trustees

What We Do

Far too many children are impacted by persistent poverty and toxic stress. Untreated trauma from neglect, abuse and violence can have lasting consequences on young bodies, brains and futures. Children's Institute provides trauma-informed early education, behavioral health and family strengthening services to children and families in Los Angeles.

We also train professionals and caregivers in trauma-informed care, evidence-based clinical treatment and parenting.

VALUES

Passion: We believe in the boundless potential of children and families and work zealously to achieve transformational change.

Innovation: We seek inventive solutions grounded in best practices and rigorous analysis. We are committed to excellence, impact and sustainability in all we do.

Equity: We promote opportunity for communities hit hardest by persistent poverty. We treat everyone with compassion and respect.

Partnership: We have the greatest impact when we collaborate with families, community partners and colleagues who are dedicated to the success of the young people we serve.

MISSION

To transform the lives of children exposed to adversity and persistent poverty.

2018 AT A GLANCE



26,000

Children and family members served



11,000

Professional training attendees



974

Full-time staff

184

Clinicians

161

Teachers



34

Locations



\$75 million

Operating budget

Client Satisfaction

HOW ARE WE DOING?

91%

of youth agree that staff stuck with them no matter what

98%

of youth feel that staff treat them with respect and speak with them in a way they understand

88%

of caregivers report their child gets along better with family members, friends and others

93%

of youth say they got the help they wanted

95%

of caregivers agree that services are offered at convenient times and in convenient locations

87%

of caregivers feel their child is better at handling daily life

86%

of caregivers agree that their child is doing better in school or work

96%

of caregivers are satisfied with the services their child received



How can I support CII's mission?

DONATE

Big or small, donations are the lifeblood of our trauma-informed services. We also accept in-kind donations of new items for infants, children and adults.

childrensinstitute.org/donate

VOLUNTEER

From reading to preschoolers to planting a garden, volunteers have a strong impact on children (and it's rewarding for you).

childrensinstitute.org/volunteer

ADVOCATE

Community engagement is key for social change—so educate yourself on relevant issues, volunteer your time, attend community events, know your elected officials, vote in elections and help spread the word about important issues.

Strategic Plan

2018–2022

During the first half of 2018, we engaged in a comprehensive and inclusive strategic planning process with The Bridgespan Group, involving more than 50 staff members and dozens of stakeholders, and overseen by a cross-functional employee steering team and the Board of Trustees' Long-Range Planning Committee. We explored demographic, economic and policy trends; advances in clinical practice, brain science and early education; competition for funding and talent; and the needs of the children, families and communities we serve.

We considered organizational strengths and accomplishments, as well as challenges faced by Children's Institute and other large, multi-service organizations.

INTENDED IMPACT

By 2028, Children's Institute will lead the effort in Los Angeles to transform the lives of children exposed to adversity through:

SERVICE



Early education, behavioral health and family strengthening services

Serving:
47,000
children and families

TRAINING



Skill-building for caregivers and professionals who interact with children

Training:
5,000
caregivers & professionals

ADVOCACY



Advocacy for healthy schools, empowered communities and the systems that serve them

Reaching:
100,000
South LA Residents

Strategic Priorities

In order to achieve the greatest impact for children exposed to adversity, we will invest in three priorities and nine initiatives that unite our staff around shared goals, and ensure preventive, clinical and early education services reach significantly more children and families in need.

ONE CII, TRANSFORMING THE LIVES OF CHILDREN EXPOSED TO ADVERSITY

We will unify staff across programs to achieve transformational change for three vulnerable populations: children birth to five, students attending high-needs schools and system-involved youth, as well as the caregivers and professionals that support them. Our key initiatives in this area are:

- **Unifying family strengthening, behavioral health and early education services**
- **Refreshing CII's vision, mission and values**
- **Adopting consistent screening, assessment and referral process**

SIGNIFICANTLY EXPAND CII'S REACH AND IMPACT

We will accelerate our reach and impact by:

- **Developing a holistic, school-based behavioral health and wellness model**
- **Catalyzing community change in South LA**
- **Influencing policies that shape the lives of children and families**

INVEST IN CII'S FUTURE

In order to lead with courage and embrace innovation, we will identify efficiencies and invest in people, facilities and systems. These investments will enable us to remain competitive and sustain excellence. Key initiatives include:

- **Building the new Frank Gehry-designed Watts campus**
- **Investing in CII's workforce**
- **Exploring innovative technology and new revenue streams**

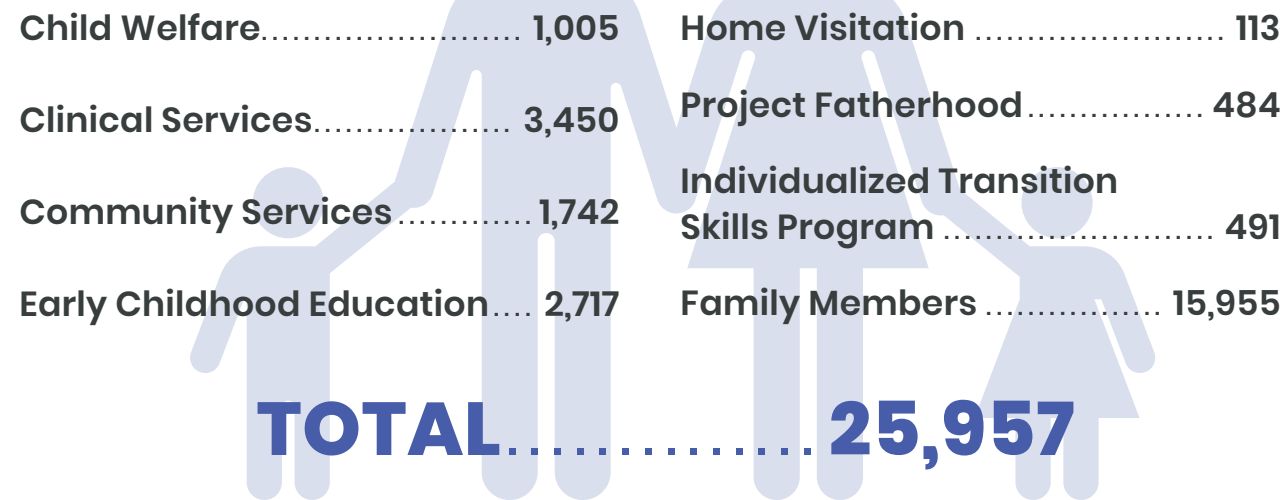


Our Impact

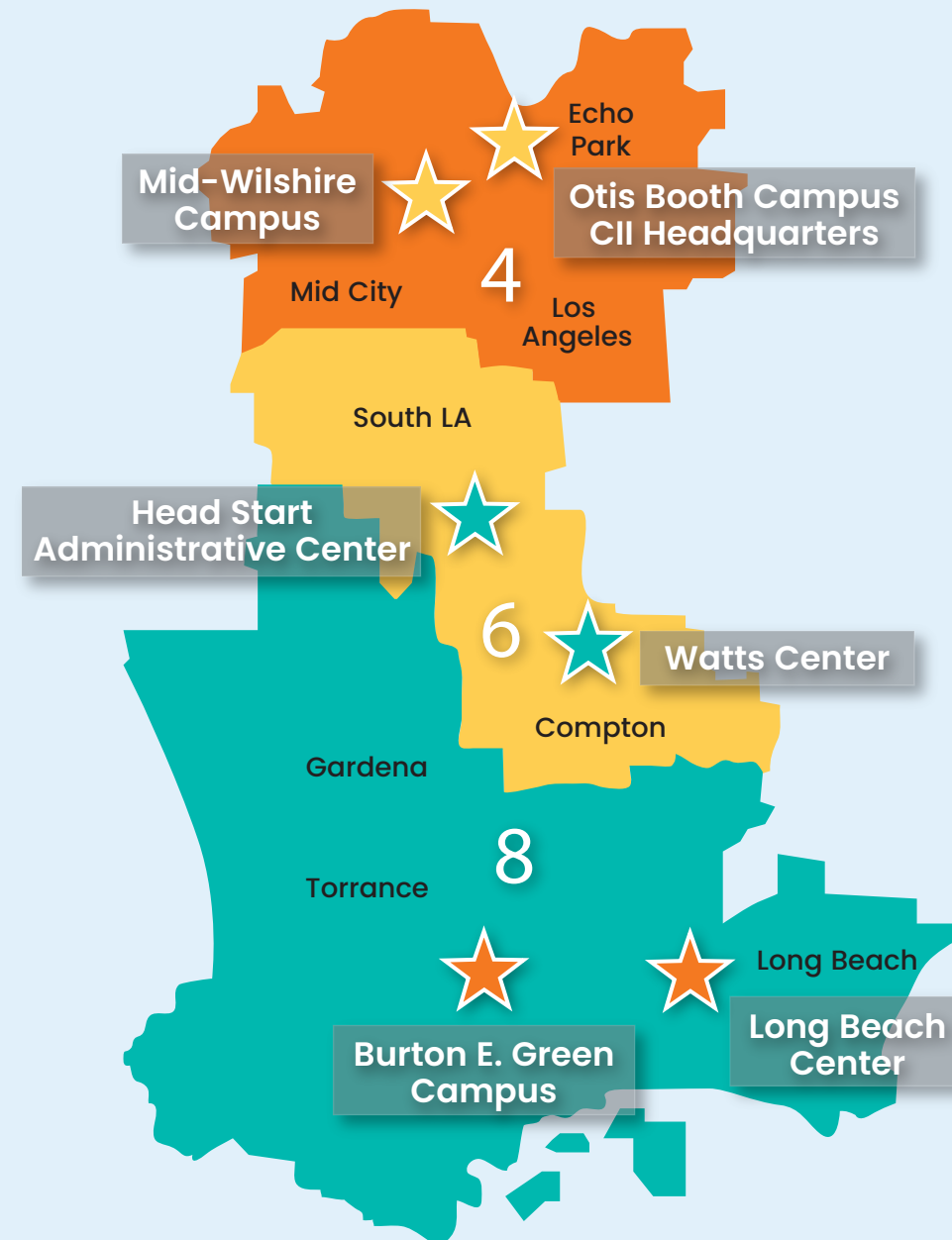
MAKING A DIFFERENCE ACROSS LOS ANGELES

Last year, the Department of Children and Family Services responded to more than 170,000 allegations of child abuse and neglect in Los Angeles County. As part of the network of organizations working to address this ongoing challenge, our services include early childhood education and home visitation to promote healthy child development and school readiness; evidence-based clinical interventions to address trauma and mental health; child welfare and crisis response services; youth development programs; and family support services.

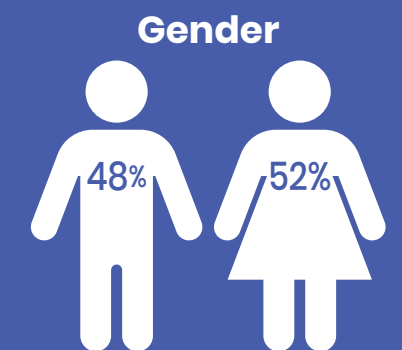
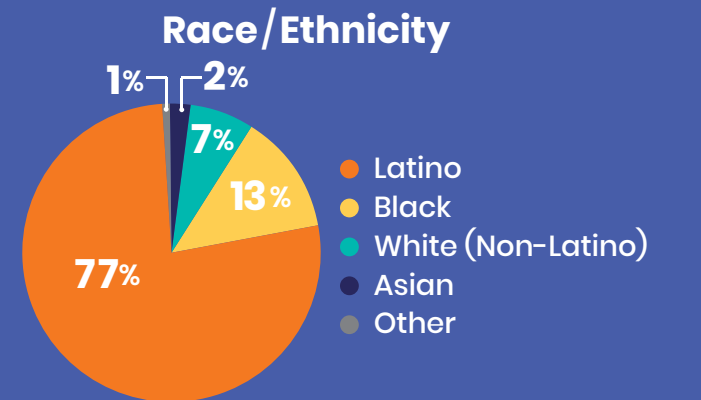
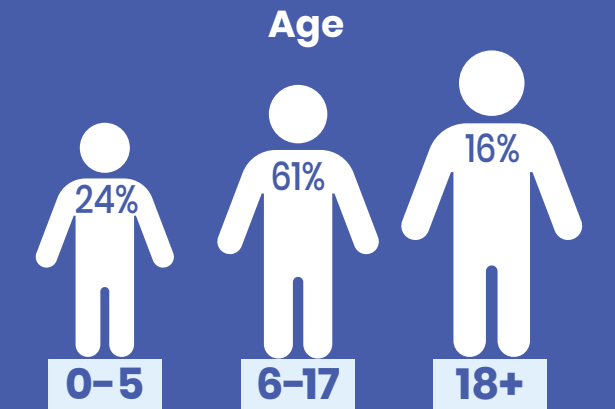
CHILDREN AND FAMILIES SERVED (FY17-18)



CII'S SERVICE AREAS AND MAIN LOCATIONS



DEMOGRAPHICS



Volunteerism and Events

BUILDING COMMUNITY, CELEBRATING SUCCESS

We are extremely grateful to the individuals, service groups and corporations who donate their time and creativity to benefit our children and families in countless ways, from tutoring and photography classes to beautifying our Head Start centers.

Here are just a few examples of volunteers making a difference for our young clients.

SOUTH LA SITE BEAUTIFICATION

In November 2017, CII Trustee Adam Checchi and Checchi Capital Advisers spent a day renovating our Head Start Center in Harvard Park as part of our Corporate Volunteer Program. The Checchi team gave the children and teachers a new playground complete with AstroTurf and garden boxes filled with plants and vegetables to facilitate learning about nutrition.



LAST YEAR, NEARLY
7,000
VOLUNTEERS
contributed more than
41,000
hours of in-kind
service to CII,
VALUED AT
\$976,000



WINTER FESTIVAL ▶

In December, nearly 2,000 children and families eagerly gathered at our Otis Booth campus for a large dose of holiday cheer that included festive live performances, cookie decorating and arts and crafts.



AFTER-SCHOOL ROBOTICS ▼

Eagle Engineering is a student centered competitive robotics program focusing on design, engineering and programming. In January 2018, Chaminade College Preparatory Robotics Team treated our PowerUp after-school youth to a night of hands on learning and robotics.



Passion:

BUILDING A BRIDGE TO A BETTER FUTURE

Rodolfo waits outside a crowded DMV building while his client takes his driver's test. Moments later, the teen emerges from the office with his shoulders slumped. "I didn't pass," he says. Rodolfo responds, "Not a problem. Now you just have to study harder." This is the role of a Transitional Development Specialist in CII's Individualized Transition Skills Program. Rodolfo Gaytan-Ramos is part life coach, part academic tutor, and part older brother.



"I'm so proud when they finish high school. It's such a big milestone because a diploma is a strong foundation that will help them live better lives."

RODOLFO GAYTAN-RAMOS, CII Transitional Development Specialist

The young people who participate in this voluntary two-year program range from 16-21 years of age and are transitioning out of foster care.

"Some need help staying in school, maintaining their grades or just showing progress. Others need a driver's license or help accessing benefits or developing job skills," says Rodolfo.

In June of 2018, our Individualized Transition Skills Program hosted a high school graduation celebration for 70 young people that included keynote speakers, Bellamy Young (actress, *Scandal*) and Jas Waters (writer, *This is Us*). The students took to the stage in graduation caps and gowns and later received laptops for use in college. For Rodolfo, who sat in the audience with an uncontained smile, it was his proudest moment. "I'm so proud when they finish high school. It's such a big milestone for them because their education will help them live better lives."



Innovation:

RESHAPING PERCEPTIONS AND AWARENESS AROUND TRAUMA IN SOUTH LA

How do you shift the question from “What’s wrong with you?” to “What happened and how can we help?” This is the challenge facing support groups in communities that suffer from trauma created by poverty, violence, child abuse and neglect. Dr. Todd Sosna, Chief Program Officer at Children’s Institute says, “We are all the product of our experiences, and when those experiences are traumatic, it effects how we understand and in turn interact in our world. Most people don’t even know the symptoms of trauma and the huge emotional toll that unresolved trauma leads to.”



Members of the Watts Gang Task Force

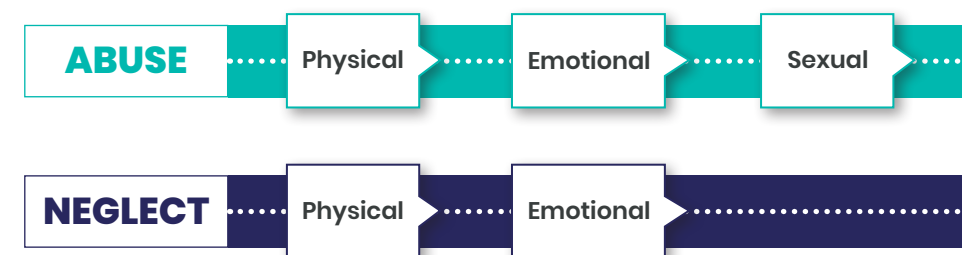
In addition to direct services, Children’s Institute is reshaping perceptions and awareness of individual and community trauma.

In partnership with the Los Angeles City Attorney’s Office and LAPD, we launched a program to help children exposed to gun violence in Watts. Also, through a generous four-year grant from the LA County Department of Mental Health, we are partnering with community members, schools and other partners to raise awareness about trauma, and how to identify its effects and seek help.

The Effects of Childhood Adversity

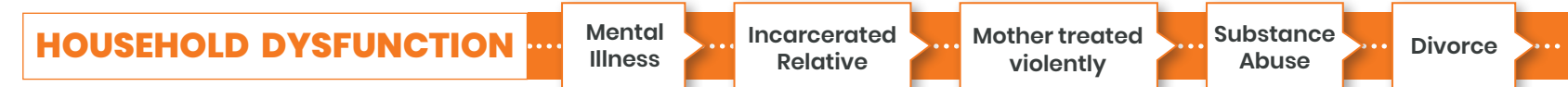
Adverse Childhood Experiences, or ACEs, impact the health and wellbeing of children, families and communities. ACEs are traumatic experiences that have a profound impact on a child’s developing brain and body, with lasting impacts on a person’s health and livelihood.

Types of Adverse Childhood Experiences



A PERSON WITH 4 OR MORE ACEs IS:

- 12.2 times as likely to attempt suicide
- 10.3 times as likely to use injection drugs
- 7.4 times as likely to be an alcoholic
- 2.2 times as likely to have ischemic heart disease
- 2.4 times as likely to have a stroke
- 1.9 times as likely to have cancer
- 1.6 times as likely to have diabetes



- 1. Childhood adversity gets under our skin, changing our brains and bodies.**
Exposure to abuse, neglect, domestic violence and parental mental illness and substance abuse, not only affects brain development, it can change children’s hormonal systems, immune systems and even their DNA. This can cause behavioral problems, learning difficulties and physical health issues.
- 2. Toxic stress can lead to chronic disease.**
The more ACEs a child is exposed to, the higher the risk of developing chronic illnesses.
- 3. Early intervention is key.**
Early intervention paired with emotional and social support are key in preventing and undoing the existing and future harm to children’s brains and bodies caused by toxic stress.

Source: Center for Youth Wellness, 2014

Equity:

CREATING BRIGHTER POSSIBILITIES

Two years ago, LaRae found herself at the county public social services office seeking help. When the clerk turned her away because she didn't have an ID, LaRae was in tears. Her purse had just been stolen along with her driver's license. LaRae and her children were homeless and living in her car. The compassionate county clerk realized LaRae was suffering from more than just a lost ID, and referred her to a therapist at Children's Institute.



LaRae grew up in the housing projects in South LA. Her father was a notorious gang member and drug dealer. For years, she struggled with severe depression and multiple suicide attempts and always turned down therapeutic help. But now, she was ready.

With the help of CII's trauma-informed services, LaRae started meditating, identifying her feelings, and learning how to better communicate with her children. Her therapist taught her breathing exercises and how to manage anxious thoughts. Slowly, she healed and came to terms with her history of domestic abuse, depression and anxiety.

Today, a visibly upbeat and transformed LaRae says, "CII has meant possibilities to me. It has widened the lens with which I see the world. I don't know if people can grasp what it means to have been suicidal for 20 years and to then wake up and be excited for life."

She's so impressed by the therapy she received at CII, she encouraged her children to meet with a therapist as well. "Children's Institute has been a part of my journey from contemplating the worst to accomplishing the best. From teaching me how to create a new vision for my life that is centered on purposeful living and stability, to attending conferences to help me transition back into work. All four of my children benefited from Children's Institute's therapeutic programs that taught us to work together as a family and how to build healthy relationships."

LaRae is now an advocate for women who suffer from domestic abuse and urges them to not be ashamed to seek out help. LaRae has achieved self-sufficiency and no longer receives government support.

"Children's Institute has been a part of my journey from contemplating the worst to accomplishing the best."

LARAE, CII Program Participant/Advocate



Partnership:

COLLABORATING FOR SUCCESS

Last spring, we celebrated our four year-old Head Start graduates with a back-to-school event to ensure a successful transition to kindergarten.

The children received backpacks filled with school supplies provided by Age of Learning, creators of the research-validated ABCmouse.com Early Learning Academy. “Our team is proud to support Children’s Institute, and we share their commitment to helping all children enter kindergarten ready to learn,” said Doug Dohring, Founder and CEO of Age of Learning.

The event was also made possible through generous contributions by Sheppard Mullin, Sweda USA, Modern Woodmen and volunteers from Kohl’s and Herbalife.

“Our team is proud to support Children’s Institute, and we share their commitment to helping all children enter kindergarten ready to learn.”

DOUG DOHRING, Founder and CEO, Age of Learning



High-quality early education programs narrow the achievement gap, improve healthy outcomes and help break the cycle of poverty. CII’s early education programs support the whole family, helping parents understand child development and parenting skills, and ensuring children are safe and ready to learn.

“It has always been our goal to achieve school readiness for our children and their families. The backpack donation ensures our children starting kindergarten have all the essentials,” says Justine Lawrence, Vice President of Head Start, CII.



Support Groups

CHAMPIONING OUR PROGRAMS AND MISSION

We are extremely grateful to our support groups, who go above and beyond in demonstrating their commitment to our mission. Through fundraising events, volunteer activities and so much more, The Colleagues, The C.H.I.P.S. (Colleagues Helpers in Philanthropic Service) and Les Amies help thousands of children and families heal from trauma and go on to lead successful lives.

THE COLLEAGUES

Founded in 1950, The Colleagues is a women's volunteer non-profit that supports Children's Institute through their resale boutique in Santa Monica and their annual Spring Luncheon.

The 30th Annual Colleagues Spring Luncheon raised more than \$750,000 for Children's Institute through table, ticket and auction sales. Hosted by model/actress Cristina Ferrare, the event honored actress Jane Seymour and co-creative directors of Oscar de la Renta, Laura Kim and Fernando Garcia, with the Champion of Children Awards, presented by sisters Paris and Nicky Hilton.

The 31st Annual Colleagues Spring Luncheon will take place on April 9, 2019.



▲ Above: Paris Hilton, Laura Kim, Nicky Hilton, and Fernando Garcia. ▼ Below: Cara Esposito, CII Trustee and The Colleagues President, and Jane Seymour, honoree.



THE C.H.I.P.S. ▶

Since 1966, The C.H.I.P.S. have provided program and fundraising support to Children's Institute. In 2018, the C.H.I.P.S. partnered with U.K. fashion icon Burberry to host two shopping events in March and May with proceeds benefiting Children's Institute.



LES AMIES ▶

For nearly half a century, Les Amies has played an important role in generating much-needed resources for Children's Institute.

In December of 2017, the Les Amies' Annual Holiday Dinner celebrated the spirit of giving. The festive event at The Beach Club in Santa Monica was attended by over 150 guests and included dinner, dancing and a silent auction.



Financial Highlights

FISCAL YEAR 2017-2018

Our success is due in large part to the generosity of public and private supporters. We are grateful to the many individual, board, foundation and corporate donors, and to our support groups—The Colleagues, The C.H.I.P.S. and Les Amies—whose contributions allow us to provide comprehensive, high-quality services to our community’s most underserved children and families.



Managing to the highest nonprofit standard, we use **87%** of our operating expenses for direct program services.

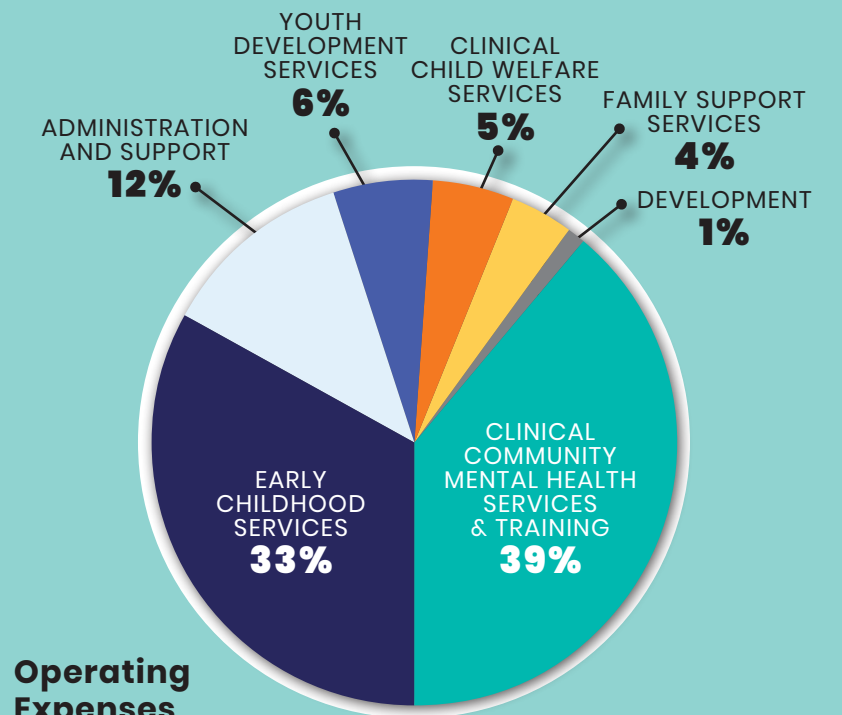
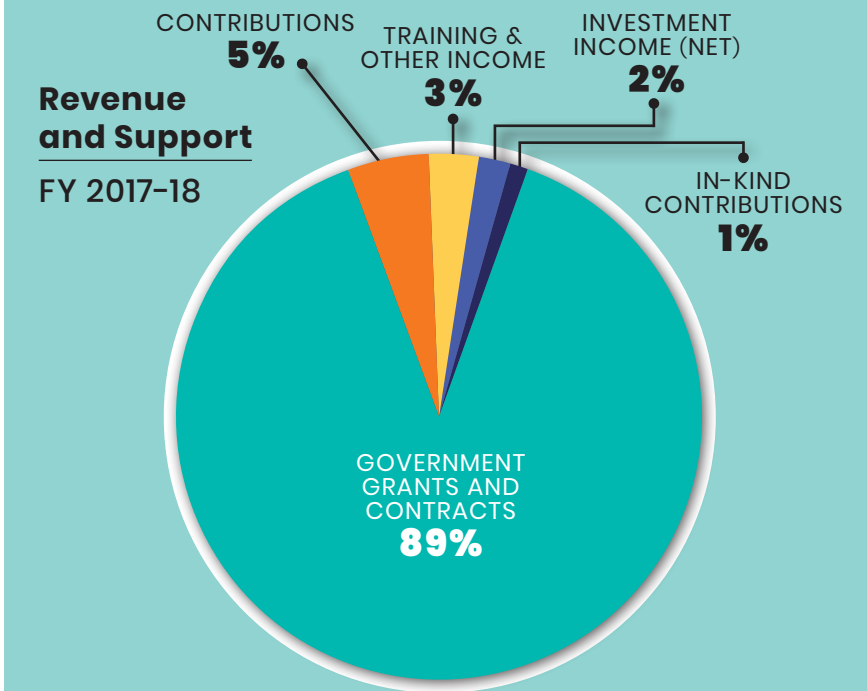


FY 2017-2018 Summary of Financial Data

OPERATING REVENUE AND SUPPORT	
Government Grants and Contracts	\$ 66,849,527
Contributions	3,798,501
Training & Other Income	1,877,574
Investment Income (Net)	1,710,427
In-kind Contributions	815,247
TOTAL REVENUE AND SUPPORT	\$ 75,051,276

OPERATING EXPENSES	
Clinical Community Mental Health Services & Training	\$ 29,566,119
Early Childhood Services	24,431,090
Administrative and Support	8,815,197
Youth Development Services	4,506,983
Clinical Child Welfare Services	3,645,544
Family Support Services	2,926,319
Development	973,071
TOTAL EXPENSES	\$ 74,864,323

Children’s Institute’s financial statements are audited annually. The condensed consolidated statement of activities was extracted from the audited financial statements. Complete audited financial statements are available upon request.



Donor Honor Roll

A LEGACY OF GENEROSITY | JULY 1, 2017–JUNE 30, 2018

\$1M and above

The Edna McConnell Clark Foundation

\$250,000 – \$999,999

Ballmer Group Philanthropy
The Colleagues
The Harold McAlister Charitable Foundation
The Weingart Foundation

\$100,000 – \$249,999

The Ahmanson Foundation
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Les Amies
The Los Angeles Galaxy Foundation
The Otis Booth Foundation
The Ralph M. Parsons Foundation
The Robert H. Tuttle Charitable Lead Trust

\$50,000 – \$99,999

Bobbie J. Foreman
Catherine and Robert Beyer
California Community Foundation
The C.H.I.P.S. (Colleagues Helpers in Philanthropic Service)
The KLM Foundation
Parents Action for Children

\$25,000 – \$49,999

C & R Newman Family Foundation
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\$10,000 – \$24,999

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Michael Trapani
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\$1,000 – \$4,999

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\$100 – \$999

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Elizabeth York
Aaron Zelman
Aurora Zorrilla

Thank you to everyone who donated to CII. We also extend our heartfelt thanks to those who have provided in-kind and in memoriam gifts.

Thank you to everyone who made a donation in memoriam of our friend and Children's Institute advocate, Suzanne Patmore Gibbs (1967-2018).

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children's institute

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