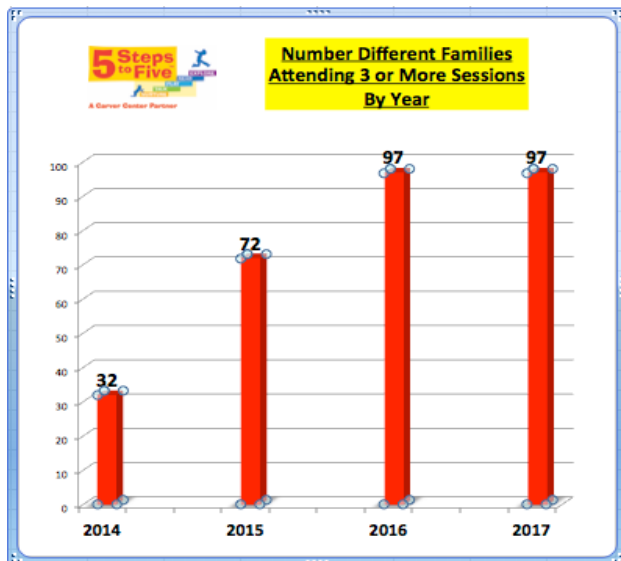


2017 was a major year for 5 Steps to Five on virtually every front.

Program

- **Attendance:** Almost 100 families were enrolled during 2017 (i.e., attended three or more classes). This brought total family enrollment since we started in 2014 close to 200. It is meaningful that almost all of them came through word of mouth.



In terms of persons attending – parents (fathers and mothers), infants, and their siblings (who meet in a separate, supervised room) – a total of 267 different persons attended sessions in 2017.

Persons Attending 2017 (1+ Times)

Parents	117
Infants	110
Siblings (avg.)	<u>39</u>
	267

We have had individual Saturdays when over 100 family members showed up, for example, May 27 last year, 103 different family members attending. We used all six available rooms at our Spring Street location, 12 instructors, and a volunteer.

Over 20 children “graduated” into Head Start and pre-K in September 2017. We have permission to monitor how these graduates fare in the extensive evaluations done three times a year on all children in Head Start and pre-K. It is too early to make any conclusions, but anecdotally we are being told by our staff (who teach these children Monday to Friday in Head Start or Pre-K) that the children are acclimated to the school structure and are doing well in terms of development and learning.

We issue certificates to parents and their children acknowledging good attendance and positive participation. (To the right) cofounder Kent Warner and teacher Sunilda Estevez are giving a certificate to father and son as they move from Foundation (babies) to Exploration (toddlers).



- **Corporate:** We became a 501(c)3 not-for-profit corporation in March 2017 and established an active 16-member Board of Directors. We filed our first not-for-profit tax form 990 for a truncated 2017 (March 16-December 31). This report here, however, covers the full calendar year.
- **Personnel:** We hired our first Executive Director, Lisa Field of Rye. Lisa is part time, but she volunteers many more hours on her own. She has been a valuable, necessary addition as the program has expanded to such a degree.
- **Volunteers:** A number of volunteers have joined our classrooms, including three professional instructors in parenting, pediatric occupational therapy, and nutrition. These volunteers bring their expertise into each classroom, complementing our regular curriculum and providing personalized information for our parents, while simultaneously providing valuable training to our instructors.

We also have begun to cultivate a group of Rye and Port Chester High School students who help us in the classroom as needed. Many are bilingual. They are especially useful in our room for siblings, who accompany their parents and babies to class. We have begun a special program for them focusing on reading and communication.

Finally, we look for opportunities for interested persons to volunteer time and information to the program. Authors, librarians, physical fitness experts and others visited the program and were introduced into classrooms for guest presentations.

AJ Johnson of the **Rye Nature Center** recently brought the outdoors indoors, introducing our little ones and their parents to a pet guinea pig and snake.

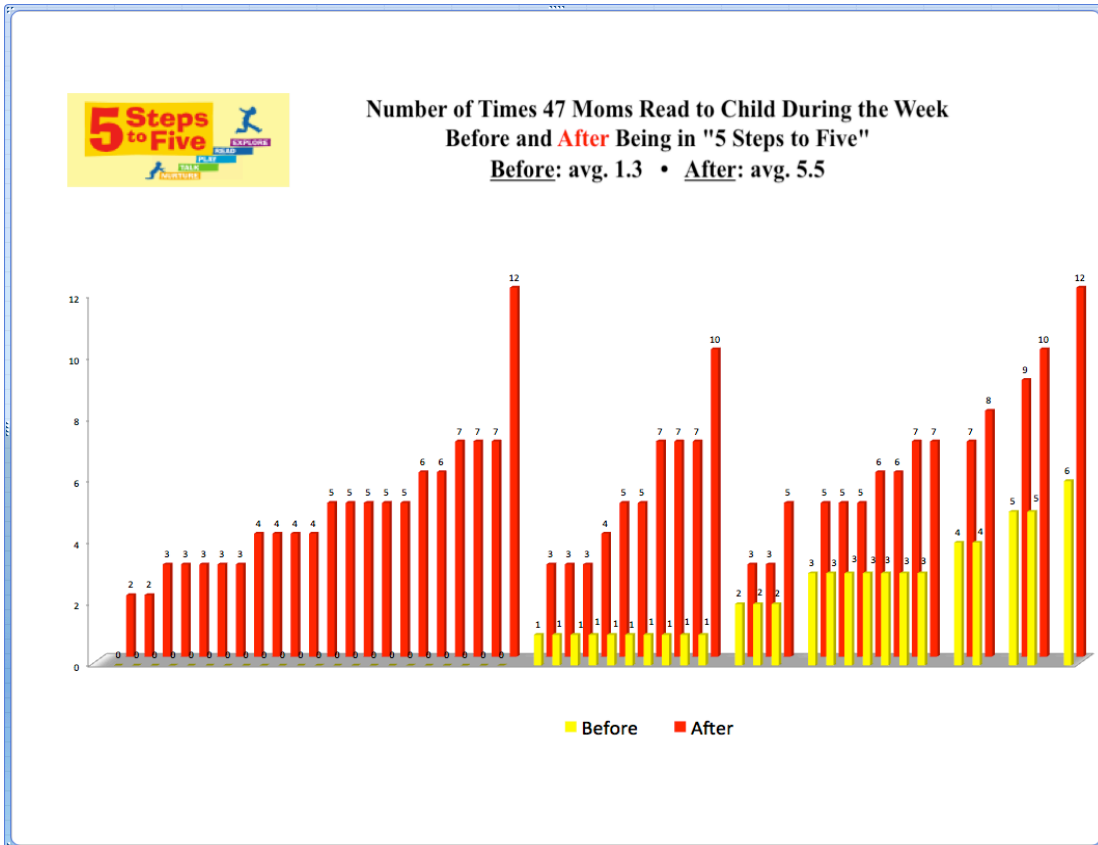


You could see those infant's brains clicking as they looked, touched, questioned and learned. It was a perfect example of the "steps" in our logo working together for our babies' and toddlers' development.

• **Reading:** As for reading, our program's fifth "step", interviews with participating mothers indicate that the distribution of free books to the families and emphasis on reading during the classes has resulted in an average five-fold increase in frequency of reading to children at home. In the chart below, each bar reports one mother (yellow is

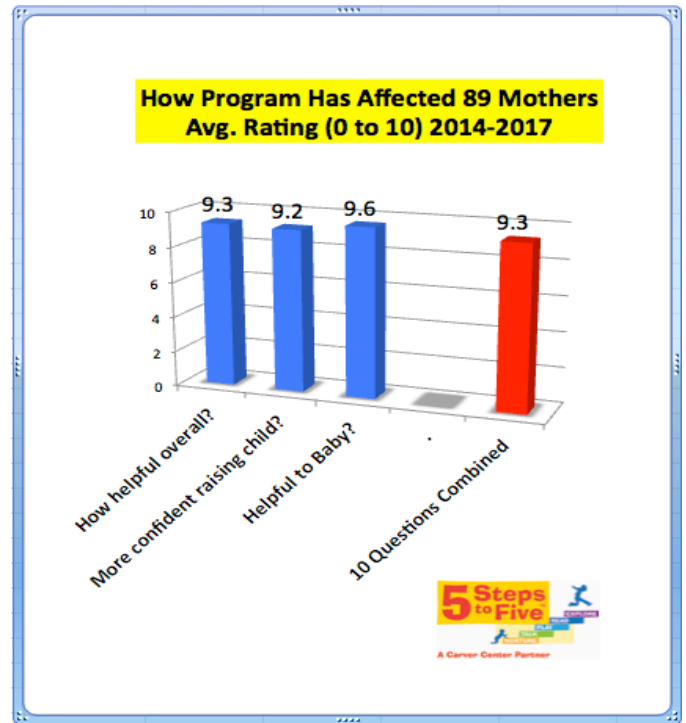
"before"; red, "after"). Almost half of them (those on the left with no yellow) indicated that they had not been reading at home at all before joining us. We know from our intake interviews that one-third of all families grew up with no books in the home.

A free book every month in our program makes a big difference.



- **Measured Attitudes:** Our interviews with mothers after they have attended a number of sessions unanimously show what a positive impact the program is having on participating families across a list of measures (see chart to right).

One of our mothers was so impressed with what she experienced that she has trained and become an assistant Head Start teacher. Another former attendee has just applied to join the 5 Steps to Five staff as an assistant instructor.



- **Partnership:** Carver Center in Port Chester took over from WestCOP as manager of our payroll in 2017. We have completed the process for 5 Steps to Five becoming an official Carver Center partner and have added this to our logo:

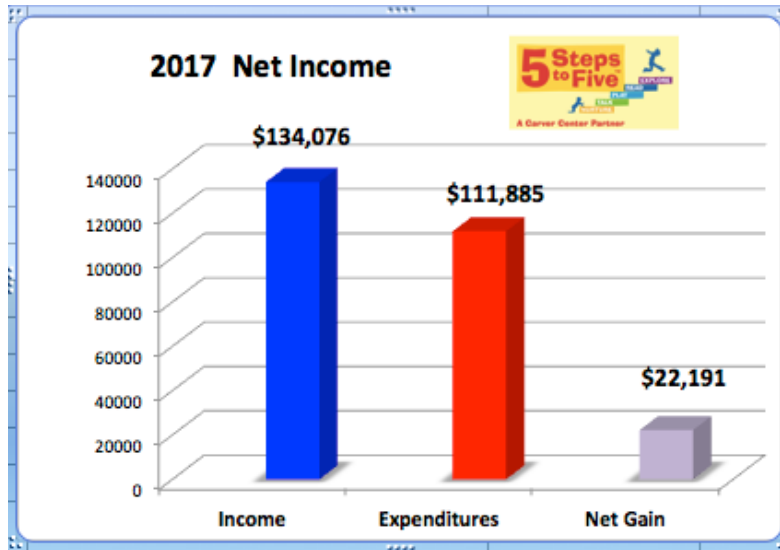


Partnering with Carver Center offers Carver a program that complements its offerings for families of all ages. 5 Steps to Five benefits from Carver's experience and contacts in the community.

As part of the partnership, a member of Carver's management is on the 5 Steps to Five board and on the very important Curriculum Committee. Carver Center staff is also now available for advice and information on a range of not-for-profit matters, including fundraising and event scheduling

Financial Results

- **Overall:** Calendar 2017 revenues (\$134,076) were 13% greater than expenditures (\$111,885), resulting in \$22,191 being placed in reserve.



The Board is committed to maintaining reserves equal to approximately two years' expenditures. As of December 31, 2017, current assets were \$254,689 compared to the combined expenditures for 2017 (\$111,858) and what is budgeted for 2018 (\$148,385) – a two-year total of \$260,243.

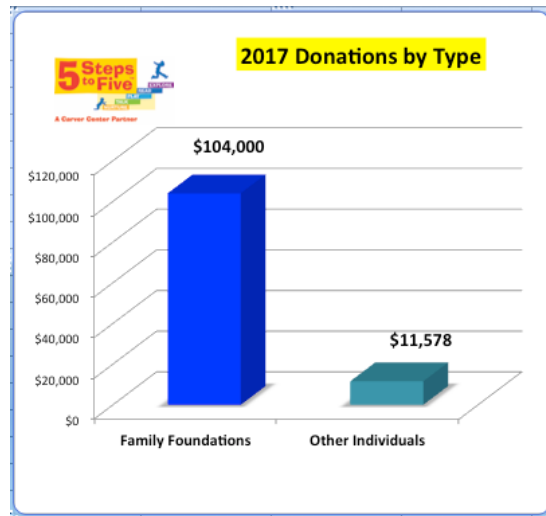
• **Revenues:**

As has been the case during our first three years, donations in 2017 (\$115,578) represented the main source of revenue (85%). Grants accounted for 13%.



As has also been the case previously a small number of family foundations (11) accounted for the bulk (90%) of non-grant donations received in calendar

2017. One of our goals in 2018 is to increase non-family-foundation, individual supporters.



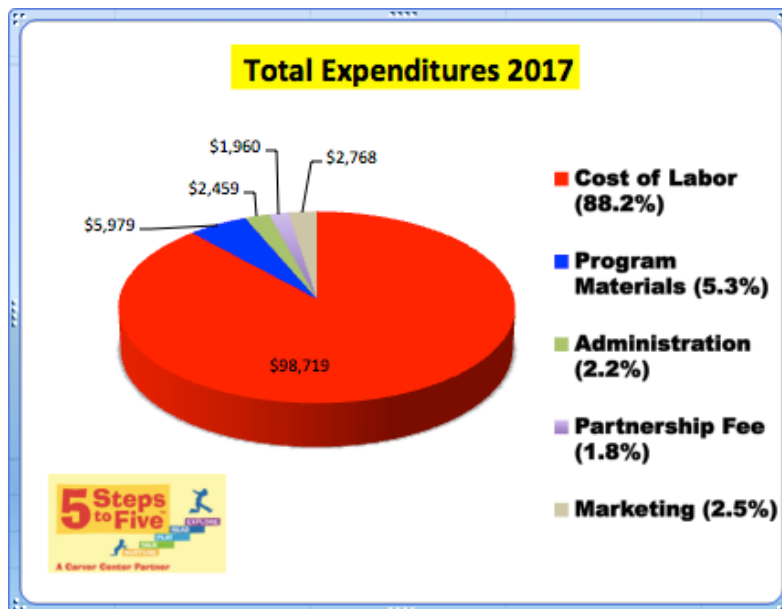
Grants received in 2017 (\$17,000) were from

- Christ’s Church, Rye
- Women’s Association of Rye Presbyterian Church
- Two West Foundation (NYC)

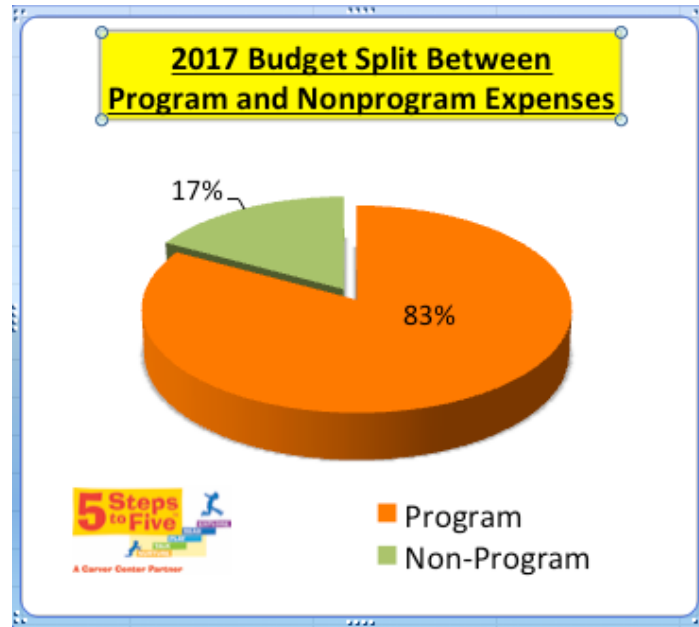
Increasing grant revenue is another goal for 2018.

• **Expenditures:**

In 2017, 88% of the total \$111,885 expenditures were labor costs. Materials used in the classrooms accounted for another 5%. The remaining 7% of expenditures traced to non-labor.



In terms of use, 83% of total costs were directly used for program (\$98,428). Only 17% of expenditures went for administration and marketing, a small portion of which was fundraising.



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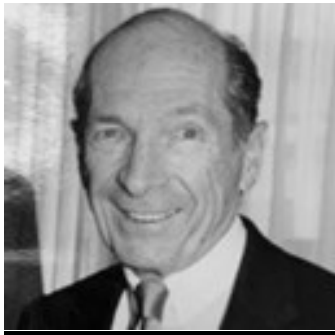
Leanne Tormey

Mary Alice Warner

Susie Zachman

In Memory

Eugene Grant



The 5 Steps to Five program would never have taken its first steps had it not been for the immediate and total understanding and support of the Eugene and Emily Grant Family Foundation. Eugene heard the concept and instantly understood that it was a chance to make what he called “an investment.” He and his wife made a series of “investments” over the first three years, based first on faith, and then based on the results they could see.

Eugene was 95 when he made his first “investment”; this spring, he died one day before he turned 100. All of us involved in 5 Steps to Five and all of the families who have benefited from his vision and generosity thank Eugene and his wife Emily many, many times.