

# 2019 ANNUAL REPORT

IGNITING AN EARLY CHILDHOOD SPARK IN KANSAS!



# CREATING A SPARK!

We all know that it only takes a spark to ignite a large flame.

In the early childhood world, sparks fly when a child is taught something new – a word, a game, a song -- and then delights in repeating and sharing that newfound discovery. Sparks fly when a parent learns the value of the “serve and return” communication strategy with their young child by repeating sounds and creating an entire conversation with a baby that is discovering the power of his own voice. It’s magical!

Creating a spark for a non-profit organization can occur when the organization decides to try a new, exciting strategy or program. The mental sparks start to fly, and the staff get a sense of pure joy, celebration and excitement.

In 2019, the work of Child Care Aware has created sparks in the lives of children and professionals in early childhood environments. We are excited to share these sparks and the flames they generated. Enjoy!



The very best way for children to learn is through interactions with nurturing and responsive adults. Talking, singing, reading and playing with a child are all that it takes to ignite a spark that leads to lifelong learning and a happy, healthy child!



**OUR VISION:** All communities across Kansas value and support early childhood development.

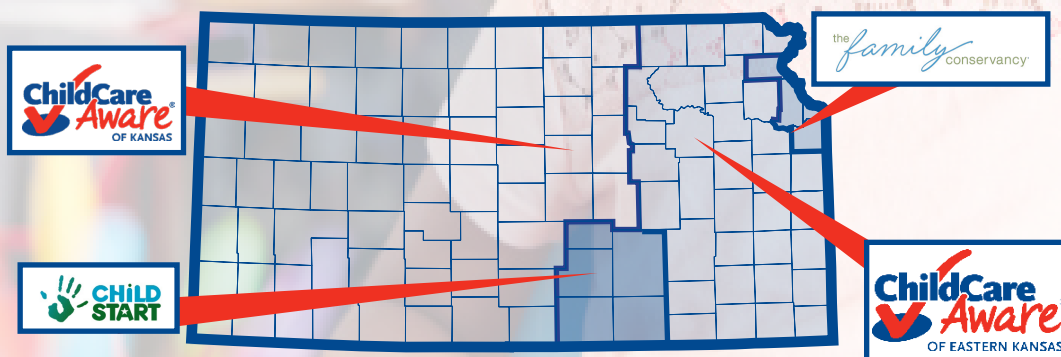
**OUR MISSION:** High-quality early education is available to all Kansas families and children.

# COMMITMENT AND STRATEGY - LEADERS IN EARLY LEARNING

## COLLABORATION - CHILD CARE RESOURCE AND REFERRAL (CCR&R) PARTNERSHIPS

These entities, along with Child Care Aware, have worked together to build a strong CCR&R Network in Kansas.

- Child Start, Inc.
- Child Care Aware of Eastern Kansas
- The Family Conservancy



Children are born with a natural curiosity. At Child Care Aware, we work daily to inspire and encourage Kansas child care providers, families and communities to create the sparks that ignite a child's love of learning!

## Together we work to:



**GUIDE** families on strategies to access available, high quality child care across the state, through child care referrals and consumer education.



**SUPPORT** child care providers, including assistance with starting and operating a child care business, ongoing professional development and training with both in person and online classes, and information and support about how to improve the quality of child care.



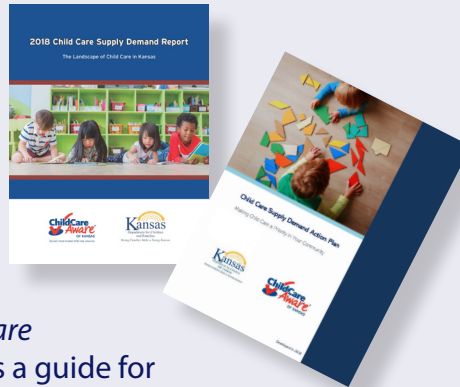
**NETWORK** with employers and community partners to provide information about activities that benefit employees, and how to support the development of high-quality child care in their communities.

# INNOVATIVE ANALYSIS

Sometimes it's the stories, and sometimes it's the numbers that can ignite sparks for lawmakers, community leaders, state agencies and other partners to look for creative ways to help working parents and child care providers.

## SUPPLY DEMAND REPORT

We published the second *Child Care Supply Demand Report: The Landscape of Child Care in Kansas*. In this report we took a closer look at the factors, including population density, that impact the supply and demand of child care in Kansas. In addition, a *Child Care Supply Demand Action Plan* was created as a guide for communities as they investigate child care needs in their area. The report and action plan were shared in a variety of ways throughout 2019. The report is available on our website at [ks.childcareaware.org](http://ks.childcareaware.org).



## DATA COLLECTION EFFORTS

Having the latest data is important! Data helps describe child care needs, define workforce supports and locates important connections in Kansas communities. Simply put, data drives the work to create innovative solutions for Kansas children and those who care for them.

VACANCY

4,701

child care programs updated their vacancy/enrollment data (quarterly)



3,601

child care programs updated full program data information (annually)



We use a variety of tools to digitally collect comprehensive data, and we support it with great customer service. One exciting tool is a live Chat Feature for parents who are searching for child care. **NEW** Features available for child care programs include:



an option to indicate interest in providing emergency child care



an option to indicate if the program maintains a waitlist



the capability to update program information at their convenience using a fillable form sent by email

# CREATIVE SOLUTIONS

When working parents feel confident that their child's needs are met, they are able to enter the workforce, be productive, and support their community. Well-trained early childhood professionals can engage children in activities that will help to spark a bright future for our youngest Kansans.

## FAMILY SERVICES & THE CHILD CARE RESOURCE CENTER

By providing free child care referrals and information, we help families begin their search for child care and access resources.

**15,589**

Referrals were completed to help families begin their child care search (online and phone, duplicated).

**45,198**

Consumer education materials were shared with families (electronic and printed) to help them learn more about quality child care and child development.

**758**

Families enrolled in our texting service received the latest early childhood and/or parenting information, updates, tips and activity ideas.

## CHILD CARE PROVIDER SUPPORTS

By providing training and education for a single early childhood professional, it can create higher quality care for every child they care for now and in the future.

**6,512**

Participants attended **428** Professional Development Training events.

**178**

Child care providers were certified in CPR/First Aid by Child Care Aware of Kansas trainers.

**1,749**

Coaching supports were completed to enhance early learning environments.

**667**

Providers enrolled in our texting service received information, updates, tips and activity ideas.

## COMMUNITY CONNECTIONS

By participating in a variety of activities across the state, our staff are better able to get community specific information on local needs and be a part of the conversation to create community solutions. Outreach and engagement efforts included:

**15,854**

Total views of a variety of videos.

**597,088**

Total social media interactions (paid advertisements, Facebook, Twitter, and Pinterest)

**26**

Conferences/exhibits attended to represent child care/early childhood

## SPECIAL EFFORTS

There are just so many opportunities to support the child care field. We demonstrate our creativity with special efforts. It is amazing how one person, with one small donation and one big idea, can spark something so powerful.

## Endowment Update

In part because of our annual participation in the Greater Salina Community Foundation Match Madness fundraising event, but mostly because of the generous donors who support us, we have watched, with much excitement, the growth of our endowed fund.



**\$15,039**

2019 donations to the endowed fund



**\$107,232**

Fund topped the century mark and grew

*Note: Because our endowed funds are held by the Greater Salina Community Foundation, those assets do not appear on the Child Care Aware of Kansas financial reports. The principal of the endowment is held in perpetuity, and annually Child Care Aware receives the earnings, which are used to award scholarships to early childhood providers.*



## Kansas Child

Our quarterly magazine dives into a variety of topics related to early childhood - informing the reader and

sparking new ideas. Topics covered in 2019 included: Kindergarten Readiness, Igniting a Spark, Mental and Child Health and The Power of Yet.

# FINANCIALS

Kansas Association of Child Care Resource and Referral Agencies DBA Child Care Aware of Kansas. Year Ended December 31, 2019.

## STATEMENTS OF FINANCIAL POSITIONS

### ASSETS

|   |           |
|---|-----------|
| Cash and cash equivalents                   | \$424,241 |
| Accounts receivable                         | \$323,528 |
| Prepaid expenses                            | \$14,470  |
| Vehicles and equipment - net                | \$69,845  |
| Fund at Greater Salina Community Foundation | \$488,325 |

**Total Assets** **\$1,320,409**

### Liabilities and Net Assets

|                      |          |
|----------------------|----------|
| Liabilities          |          |
| Accounts payable     | \$78,384 |
| Accrued compensation | \$18,867 |
| Deferred revenue     | \$45,045 |

**Total Liabilities** **\$142,296**

### Net Assets

|                        |             |
|------------------------|-------------|
| Unrestricted           | \$1,022,340 |
| Temporarily restricted | \$155,773   |

**Total Net Assets** **\$1,178,113**

**Total Liabilities and Net Assets** **\$1,320,409**

\*Unaudited

One small action can make an enormous impact. Generous donors, strong funding relationships and a passionate nonprofit – the sparks are flying in Kansas!

## STATEMENTS OF ACTIVITIES

### CHANGES IN UNRESTRICTED NET ASSETS

|  |             |
|--|-------------|
| Revenue                                  |             |
| Contract service income - government     | \$1,910,672 |
| Grants                                   | 816,616     |
| Donations                                | 15,336      |
| Interest                                 | 5,268       |
| Other Income                             | 38,987      |
| Net assets released from restriction     | 33,638      |
| Net unrealized gain (loss) on investment | 88,325      |

**TOTAL REVENUE** **\$2,908,842**

### EXPENSES

|   |             |
|---|-------------|
| Program Services:                                     |             |
| Child Care Consumer Education Resources and Referrals | \$1,054,289 |
| Child Care Quality Initiative                         | 445,978     |
| Links to Quality                                      | 422,251     |
| Maternal Child Health and Preschool Development Grant | 292,800     |
| Early Childhood Financing                             | 167,605     |
| Other programs  | 182,864     |

**TOTAL PROGRAM SERVICES** **2,565,787**

|                                     |         |
|-------------------------------------|---------|
| General and administrative expenses | 221,774 |
| Fundraising expenses                | 8,211   |

**TOTAL EXPENSES** **2,795,772**

**NET CHANGE IN UNRESTRICTED NET ASSETS** **113,070**

### CHANGES IN TEMPORARILY RESTRICTED NET ASSETS

|                                      |          |
|--------------------------------------|----------|
| Donations                            | 108,381  |
| Net assets released from restriction | (33,638) |

**NET CHANGE IN TEMPORARILY RESTRICTED NET ASSETS** **74,743**

**TOTAL CHANGE IN NET ASSETS** **187,813**

**NET ASSETS - BEGINNING OF YEAR** **990,300**

**NET ASSETS - END OF YEAR** **\$1,178,113**

## 2019 REVENUE SOURCES

### CONTRACT SERVICE INCOME - GOVERNMENT

|   |                  |
|---|------------------|
| Kansas Department for Children and Families | \$1,587,906      |
| Kansas Department of Health and Environment | 322,766          |
|   | <b>1,910,672</b> |

### Grants

|  |                |
|--|----------------|
| Kansas Children's Cabinet and Trust Fund   | \$498,759      |
| The Family Conservancy                     | 189,128        |
| Saline County School Readiness Project     | 55,733         |
| Nemours Foundation                         | 41,706         |
| North Central Kansas Health Care Coalition | 19,565         |
| Child Care Aware® of America               | 3,371          |
| United Way of McPherson County             | 2,800          |
| Kansas Parents As Teachers Association     | 2,703          |
| Wichita State University                   | 2,650          |
| Other                                      | 201            |
|  | <b>816,616</b> |

|  |                  |
|--|------------------|
| Donations                                | 15,336           |
| Interest                                 | 5,268            |
| Other income                             | 38,987           |
| Net assets released from restriction     | 33,638           |
| Net unrealized gain/(loss) on investment | 88,325           |
| <b>TOTAL REVENUE</b>                     | <b>2,908,842</b> |

### DONATIONS WITH DONOR RESTRICTIONS

|  |                |
|--|----------------|
| Earl Bane Foundation                           | 100,000        |
| Don C. and Florence M. McCune Foundation       | 5,000          |
| First Presbyterian Church                      | 3,381          |
| <b>TOTAL DONATIONS WITH DONOR RESTRICTIONS</b> | <b>108,381</b> |

# DONATIONS

## 2019 CASH DONATIONS

### DONORS UP TO \$49

Dorothy E Agee  
James and Vera Bothner  
Rebecca Clancy  
JoAnn M Henry  
Jessica Martin  
Gloria McCarty  
Cindy Muchow  
Kimberly Smith

### DONORS \$50 to \$99

AmazonSmile Foundation  
Marcia and Robert Anderson  
Bryan and Kimberly Engelman  
Sandra Irwin  
Mary Lewick  
Angie and Jeff Saenger  
Betsy Scholten  
Beth Shearer  
Debbie and Gerald Thomas  
Reva Wywadis

### DONORS \$100 TO \$499

Roy and Donice Applequist  
Berberich Trahan & Co., P.A.  
Connie and Paul Burket  
Kami Cohorst  
Brenda and Gary Flanagan  
Tanya and Devin Koehn  
Kroger - Dillon Stores  
Betty and James Lammle  
Corlene Lange  
Christina Litwiller  
Kim and Cynthia Moore  
Susan and Douglas Pearson  
Kara D Revell  
Tina Rodden  
Sankey Auto Center, Incorporated  
Mary Shaffer  
Christi and Jerry Smith  
Solomon State Bank  
Chelsy and Clint Spiller  
Sunset Properties, Inc.,  
Pat and Linda Bolen  
Kelly and James Swart  
Ben and Betsy Wearing  
Jane and Joseph Weiler  
Paula Neth and Paul Yanics  
Vera Zerger

### DONORS \$500 AND ABOVE

Anonymous  
The Bennington State Bank  
Michael and Carol Cast  
Leadell and Warren Ediger  
Kyle Matchell and Christy Gondring  
Greater Salina Community Foundation  
Verla Nesbitt Joscelyn Foundation  
Dr. Howard and Marilyn S Ward

## 2019 ENDOWMENT DONATIONS

### DONORS Up to \$49

Anonymous  
Mindy Bennett  
James and Vera Bothner  
Alice and M. Lee Eberhart-Wright  
Bryan and Kimberly Engelman  
Betty Gassman  
Tanya and Devin Koehn  
Robert and Rachel Loersch  
Ann Jordan  
Lisa Newman  
Susan Pearson  
Kara D Revell  
Marc and Marty Ryan  
Megan Smith  
Mike Soetaert and Melanie Terrill  
Debbie and Gerald Thomas  
Carolyn and Frank Weinhold

### DONORS \$50 to \$99

Amy and Chris Adams  
Megan Beckley  
Mark and Jane Berkley  
Carol Brandert  
Kathleen Burkle  
Debra Crowl  
Becky Mettlen  
Miranda Muller  
Kristine and Scott Nicholson  
Rex and Carol Romeiser  
Angie and Jeff Saenger  
Tracie and Pete Smucker  
Kelly and James Swart  
Reva and Walter Wywadis  
Mike and Julie Yoder  
Vera Zerger  
Ann Zimmerman and Dexter Eggers

### DONORS \$100 to \$499

Sue Barrientos  
The Bennington State Bank  
Eric and Danielle Brown  
Ruth and Bill Cathcart-Rake  
Consolidated Printing, Robin Vandegrift  
Amanda Ediger  
Brenda and Gary Flanagan  
Betty Frogley  
Jacob and Alisha Hemmer  
John and Gig Jones  
Betty and James Lammle  
Corlene Lange  
Christina Litwiller  
Michael Kim and Cynthia Moore  
Mary A Murphy  
Dean Olson  
Verlin and Elaine Pfannenstiel  
Dick and Toni Renfro  
Charles and Marcy Roth  
Chris and Abbey Rupe  
Sankey Auto Center, Incorporated  
Betsy Scholten  
Beth Shearer  
Christi and Jerry Smith  
Samantha and Jeffrey Sulsar  
Chris and Julie Weems  
Jane and Joseph Weiler

### DONORS \$500 and Above

Michael and Carol Cast  
Barry L. and Paula M. Downing Foundation  
(Wichita TOP Children's Fund)  
Leadell Ediger  
Warren Ediger  
Mrs. Bari Freiden  
Kyle Matchell and Christy Gondring

## 2019 IN-KIND DONATIONS

Amy Adams  
Sue Barrientos  
Annie Boswell  
Eric Brown  
Butler Community College  
City of Newton Police Department  
Jasey Downing  
Kimberly Engelman  
Jacob Hemmer  
Kansas Department of Health and Environment  
Kansas State University  
Betty Lammle  
Kyle Matchell  
Kim Moore  
Mary Murphy  
Dean Olson  
Morgan Padgett  
Tina Rodden  
Salina Public Library  
Cornelia Stevens  
Penny Stoss  
The Family Conservancy  
TOP Early Learning Centers  
Topeka & Shawnee County Public Library  
Jane Weiler  
Bradford B Wiles  
Mike Yoder

**OUR 18-MEMBER BOARD OF DIRECTORS REPRESENTS A BROAD GEOGRAPHIC REPRESENTATION OF KANSAS. MEMBERS OF THE BOARD SHARE THEIR INDIVIDUAL EXPERTISE AND A MUTUAL COMMITMENT TO THE CHILDREN OF KANSAS.**

PENNY STOSS, PRESIDENT  
MIKE YODER, VICE PRESIDENT  
MORGAN PADGETT, TREASURER  
JANE WEILER, SECRETARY  
BETTY LAMMLE, PAST-PRESIDENT

AMY ADAMS  
SUE BARRIENTOS  
ANNIE BOSWELL  
ERIC BROWN  
KIM ENGELMAN  
JACOB HEMMER  
KYLE MATCHELL  
KIM MOORE  
MARY MURPHY  
DEAN OLSON  
TINA RODDEN  
CORNELIA STEVENS  
BRADFORD WILES  
LEADELL EDIGER

Be a catalyst for change.  
ignite the spark, then  
watch for fireworks in  
the eyes of children  
who are stimulated and  
encouraged to learn –  
today and tomorrow.

**THE CHILD CARE AWARE TEAM INCLUDES THESE PASSIONATE, SKILLED AND EXPERIENCED PROFESSIONALS.**

LEADELL EDIGER, EXECUTIVE DIRECTOR  
ANGIE SAENGER, DEPUTY DIRECTOR  
KARA REVELL, DIRECTOR OF FINANCE  
KELLY CAIN-SWART  
REBECCA CLANCY  
HANNAH DOLL  
JOANN HENRY  
TANYA KOEHN  
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DIANNE MEYERS  
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JENNIFER PISHNY  
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CHRISTEN ROBINSON  
MEGAN SMITH  
TRACIE SMUCKER  
CHELSY SPILLER  
SAMANTHA SALSAR  
DEBORAH THOMAS  
KELSEY TROWER

THE FOLLOWING TEAM MEMBERS MOVED ON TO OTHER OPPORTUNITIES, HOWEVER WE VALUED THEIR WORK IN 2019.

KAMI COHORST  
SHERRON FRENCH  
CHRISTI SMITH  
KIMBERLY SMITH  
CHRISTI WICKS



855-750-3343 | [www.ks.childcareaware.org](http://www.ks.childcareaware.org)

PO Box 2294 | Salina, KS 67402-2294