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!

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!

**CREATING A SPARK!**

**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.
**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.

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.

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

4,701 child care programs updated their vacancy/enrollment data (quarterly)

3,601 child care programs updated full program data information (annually)
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.
## Statements of Financial Positions

### Assets

<table>
<thead>
<tr>
<th>Asset</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash and cash equivalents</td>
<td>$424,241</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>$323,528</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>$14,470</td>
</tr>
<tr>
<td>Vehicles and equipment - net</td>
<td>$69,845</td>
</tr>
<tr>
<td>Fund at Greater Salina Community Foundation</td>
<td>$488,325</td>
</tr>
</tbody>
</table>

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

### Liabilities and Net Assets

<table>
<thead>
<tr>
<th>Liabilities</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts payable</td>
<td>$78,384</td>
</tr>
<tr>
<td>Accrued compensation</td>
<td>$18,867</td>
</tr>
<tr>
<td>Deferred revenue</td>
<td>$45,045</td>
</tr>
</tbody>
</table>

Total Liabilities: **$142,296**

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

*Unaudited

## 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

- 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

Total: **$1,910,672**

- 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

Total: **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**

### Donations with Donor Restrictions

- Earl Bane Foundation: 100,000
- Don C. and Florence M. McCune Foundation: 5,000
- First Presbyterian Church: 3,381

Total Donations with Donor Restrictions: **108,381**

One small action can make an enormous impact. Generous donors, strong funding relationships and a passionate nonprofit — the sparks are flying in Kansas!
### 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 Klint 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
- 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 Gigi 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
- Dr. Howard and Marilyn S. Ward
- Joscelyn Foundation
- Greater Salina Community Foundation
- Verla Nesbitt Joscelyn Foundation
- Dr. Howard and Marilyn S. Ward
- The Family Conservancy
- TOP Early Learning Centers
- Topeka & Shawnee County Public Library
- Jane Weiler
- Bradford B. Wiles
- Mike Yoder

### 2019 ENDOWMENT DONATIONS

**DONORS Up to $49**
- Anonymous
- 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
- Meghan 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 Gigi Jones
- Betty and James Lammle
- Corlene Lange
- Christina Litwiller
- Michael Kim and Cynthia Moore
- Mary A. 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

**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
- Jassey 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.

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
Mary Lewick
Dianne Meyers
Sarah Minshull
Kristine Nicholson
Susan Pearson
Jennifer Pishny
Kendra Pratt
Christen Robinson
Megan Smith
Tracie Smucker
Chelsy Spiller
Samantha Sulsar
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