

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.

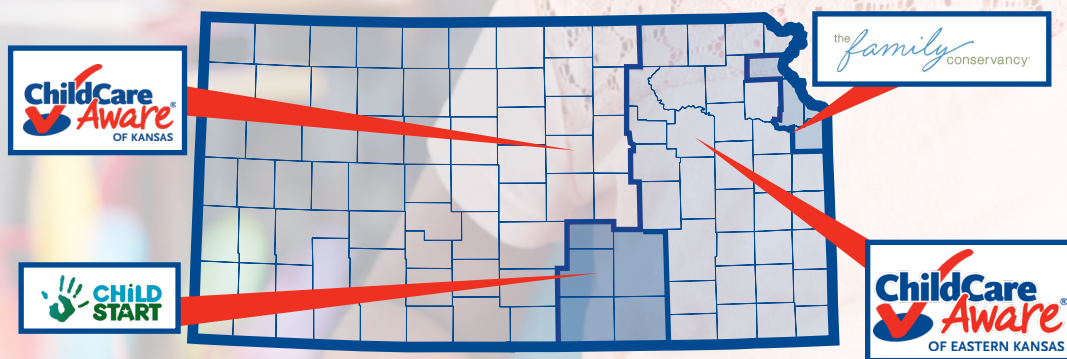
OUR MISSION: High-quality early education is available to all Kansas families and children.

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.



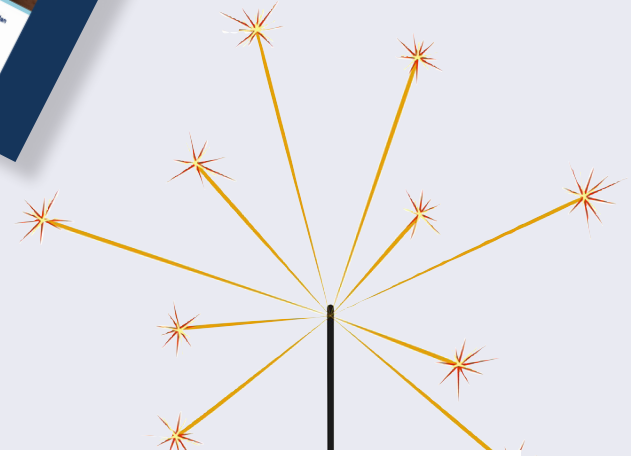
NETWORK with employers and community partners to provide information about activities that benefit employees, and how to support the development of high-quality child care in their communities.

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.



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.



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

sparkling 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
	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
	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

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
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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



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