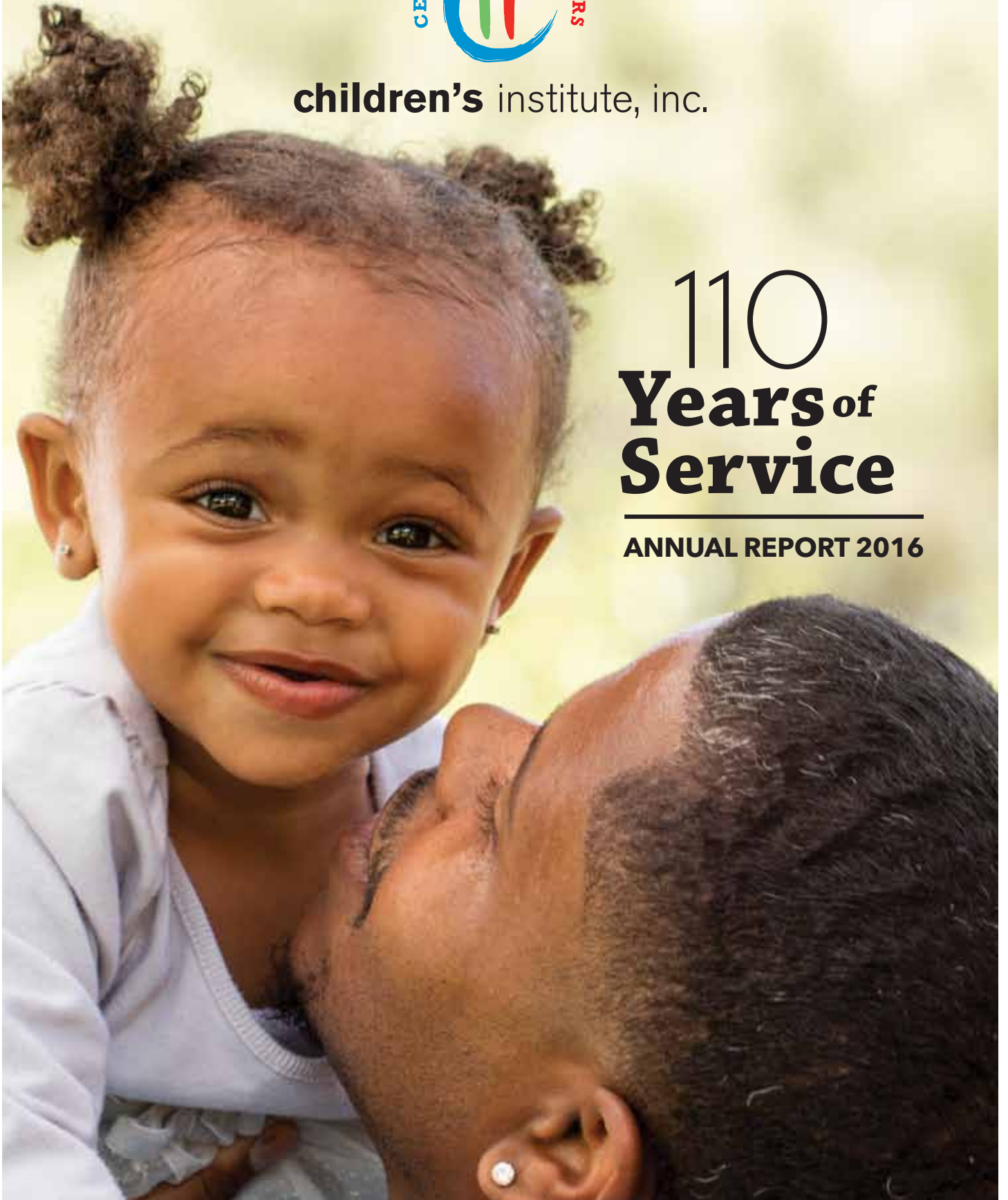




children's institute, inc.

110 Years of Service

ANNUAL REPORT 2016



From CII's President/CEO and Board Chair

Dear Friends,

This past year marked CII's 110th anniversary, making us one of the largest and most enduring children's service organizations in Los Angeles. Among the factors that have made our growth and longevity possible are the consistent threads of innovation and adaptation to changing social needs.

From offering a safe space for unwed mothers at the turn of the century, to developing a leading-edge integrated service model that has helped define a holistic approach to strengthening families, CII has been and continues to be at the forefront of our field.

CII founder Minnie Barton sparked that spirit of innovation in our earliest days. In 1917, she became the first female probation officer - and only the second female - to be hired by the Los Angeles Police Department. She understood the profound value of prevention services even then. Decades later, early care and education have been proven to be one of the strongest deterrents for criminal behavior and other problems later in life.

As the challenges facing high-risk children and families become more urgent than ever, CII continues Barton's legacy. We have expanded services to more than 28,000 children and families across Los Angeles, while strengthening our presence in Neighborhoods of Focus, including the historically underserved community of Watts. In addition to providing a unique blend of clinical, early childhood, youth development and family support programs, CII is informing the field through professional training, program research and evaluation, and policy development.

This past year, CII also honored the extraordinary 35-year career of former President and Chief Executive Officer Mary Emmons. Mary's dedication to CII's mission to serve our city's most vulnerable children and families has been our guiding light for nearly four decades. We deeply appreciate her extraordinary leadership and vision.

We also wish to thank all of you - our generous donors, support groups, volunteers, community partners and friends - for your continued support of our mission to help children in Los Angeles's most challenged communities heal from trauma, build resiliency to deal with adversity and grow up to lead healthy, productive lives.



Martine Singer
President & CEO



Charles P. Diamond
Chairman, Board of Trustees



A Lasting Legacy: Mary Emmons

"Vision is the art of seeing what is invisible to others."

–Jonathan Swift

For 35 years, Mary Emmons dedicated her life and passion to the children and families of Children's Institute. Her visionary leadership took CII from a small neighborhood agency operating on \$1 million a year to a large, multi-service organization with an operating budget of \$66 million serving 28,000 children and families annually.

Under Mary's leadership, CII expanded programs and services across Los Angeles, identifying high-need Neighborhoods of Focus and supporting emerging issues of importance such as father engagement. She focused on partnerships with the understanding that no single agency can do this work alone. Mary also oversaw the construction of several CII facilities across the county, including its world-class headquarters - The Otis Booth Campus - which has become the gold standard among organizations that serve children. And she underscored the importance of CII's leadership in the development of cutting-edge treatment models and training for the next generation of professionals.

Mary inspired us all to push farther, to go beyond what was right in front of us, to seek what was yet to be seen. The Trustees, staff, volunteers and clients of Children's Institute thank Mary Emmons for 35 years of service, dedication and commitment, and wish her well in the next step of her journey.



CII President and CEO Emerita Mary Emmons

Passing the Torch: New President and CEO Martine Singer

In November 2016, we introduced our new President and CEO, Martine Singer.

Martine is a veteran of the Los Angeles nonprofit sector, bringing extensive nonprofit management experience and a passionate commitment to improving the lives of underserved children. Prior to joining CII, she served as President and CEO of Para Los Niños, one of Los Angeles's highly regarded family service organizations.

A native New Yorker, Martine holds a B.A. from Sarah Lawrence College and an MBA from the Yale School of Management. She serves on the boards of Eisner Heath, Wise Readers to Leaders, Making Poverty History, and she served as a Senior Fellow at the USC Marshall School of Business Brittingham Social Enterprise Lab.

In her role as President and CEO, Martine is working to ensure that CII's comprehensive, trauma-informed services are accessible to children and families in need. She oversees CII's three main campuses, four community service sites and 30 Early Childhood Centers across Los Angeles.

"I'm honored to join CII, a beacon of hope and recovery for families, and a leader in trauma-sensitive care," says Martine. "I'm so excited to work alongside the staff, Trustees and families of CII to build a brighter future for children who have experienced violence, poverty and scarcity."



Martine Singer, CII's new President and CEO

Our Mission

Children's Institute helps children in Los Angeles's most challenged communities heal from the trauma of family and community violence, build the confidence and skills to break through the barriers of poverty, and grow up to lead healthy, productive lives.

Expanding Services Across Los Angeles County

CII's integrated service model offers readily accessible, well-coordinated prevention, intervention and treatment services for children and families residing in high-need, low-resource communities.

2016 at a Glance



28,000

Children and family members served



653 Full-time staff

120 Full-time clinicians



13,198

Professionals trained



3 Main campuses

4 Centers

30 Early childhood centers



\$66 million

Operating Budget

Leading the Way in Professional Training

CII works to influence the field of child and family services through the training, research and advocacy efforts of its Leadership Center. We also offer a nationally accredited internship program for young professionals entering the field.

Our Vision

Everything we do at CII is aimed at three organization-wide outcomes, The Three Rs - Recovery, Resiliency and Readiness. We want to help children recover from trauma, build resiliency to cope with adversity and become ready for success in school, work and life.



Clinical Services

CII's Clinical Services counteract trauma and support recovery through mental health assessments and treatment, child welfare services, foster care and adoption services, and sexual abuse treatment, with a focus on evidence-based practices. Our services are "trauma-informed," recognizing that many emotional and behavioral difficulties are directly traceable to past traumatic experiences.

MDRC Highlight

Children's Institute, Inc., was recently featured as the subject of a study by MDRC – a nonprofit, nonpartisan education and social policy research organization dedicated to learning what works to improve programs and policies that affect low-income people and communities. The study, "Improving Service Delivery for Children Affected by Trauma," looked at the way CII's programs engage families in multiple, trauma-informed services.



The study found that CII's comprehensive model contrasts with the often fragmented child welfare system, and that nearly all clients receiving the agency's clinical services also participate in other services at CII, which is a stated goal of the organization's integrated service approach. With nearly a third of CII's clinical clients receiving an evidence-based practice, the study also confirms CII's leadership in providing these state-of-the-art services, given that only two percent of youth receive care that is evidence-based through California's county mental health plans.

Program Services



94% of CII's clinical staff are trained in evidence-based practices

86% of children show strong resiliency after participating in CII's Youth Development programs

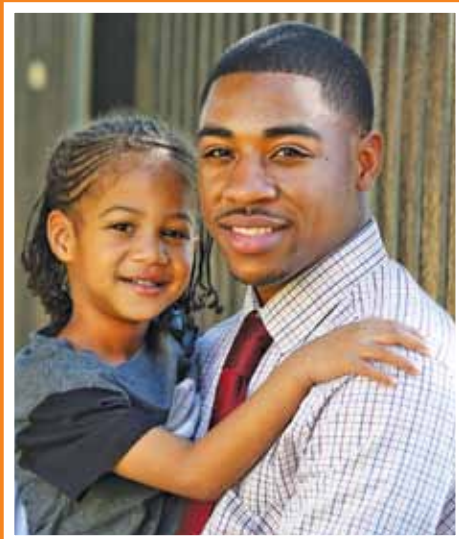
90% of parents report strong social skills in their children after participating in CII's Youth Development programs

PROGRAMS

Family Support Services

CII's family support services ensure that basic needs are met and caregivers have the tools to parent effectively. These programs support readiness and resiliency and empower families to stabilize their home lives and develop networks through parenting education, fatherhood support groups, financial literacy, and job preparation.

Project FatherhoodSM Celebrates 20 Years



CII's Project FatherhoodSM is celebrating 20 years of helping to strengthen families by engaging men in building meaningful relationships with their children. The unique program was founded in 1996 at Children's Institute by the late Dr. Hershel K. Swinger - a renowned African-American psychologist and community champion - who saw a need for a program that specifically addressed the needs of men and their roles in the family.

What started at CII as one support group with a few fathers has evolved over the last two decades into a movement to increase father involvement and spread the message of

Project FatherhoodSM nationally. Since its inception, the program has served more than 12,000 fathers and 17,000 children across Los Angeles County, while training dozens of community organizations on the delivery of the program model.

PROGRAMS

Early Childhood Services

CII's Early Childhood programs support readiness by providing critical early childhood education for children birth to five and their families. CII's early care and education programs focus on all domains of child development and strongly emphasize social and emotional development, as well as academic skills, in promoting school readiness.

Empowering Parents: Petra's Story

Petra first came to CII fairly confident in her parenting skills. Six months into her second pregnancy, and already mother to two-year-old George, she sought the agency's help as she prepared to welcome new baby Sophia. Petra's time in CII's home-based Early Head Start program transformed tentative confidence into self-empowerment. Working with Home Visitor Mona, Petra learned about child behavior, language, nutrition and interaction - becoming George's most important teacher.

Petra was inspired to share her knowledge and, with Mona's encouragement, she completed her associate's degree in child development. This fall, she will enter a baccalaureate program the first in her family to attend college. Petra was recently hired as a CII Early Head Start Home Visitor. She now educates other parents to be the most important teachers in their children's lives.

"The program still helps me with parenting," Petra says. "I often tell parents, 'I started as a client here, and look at me now.' I encourage them to let nothing stop them from reaching their goals, too."

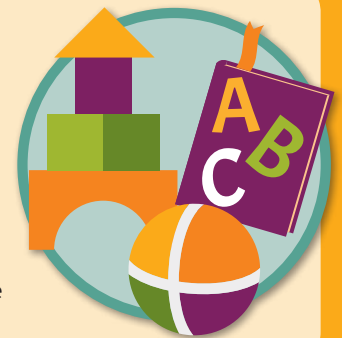
Children Served

711
Early Head Start
(Center &
Home-Based)

478
State
Preschool

1,921
Head Start

266
Family Childcare
Homes



Petra (left) and CII Home Visitor Mona work with Petra's children, Sophia and George.

Youth Development Services

CII offers a range of child and youth development activities designed to improve social skills and self-confidence, and provide children with opportunities for positive interaction with peers and adults. Our Youth Development programs support resiliency and readiness by offering youth opportunities to experience self-expression through visual and performing arts, leadership development, educational improvement, and athletics.

CII Summer Camp

CII introduced a Summer Camp program this past year with much success. They were fortunate to have the help of an amazing team of high school and college volunteers! Together with staff, the teen volunteers helped create a memorable, enriching summer program for children in the Los Angeles area. Campers engaged in art projects, gardening, fitness activities and special projects like the Kindness Tree, which provided teachable moments by encouraging random acts of kindness among children and camp counselors throughout the summer.

Each act was represented on the tree with a heart-shaped leaf. By the last day of camp, the Kindness Tree was bursting with new hearts showing how campers, staff and volunteers cultivated a thoughtful and caring environment for each other.



CII Board of Trustees

Welcoming CII's New President and CEO

Last fall, in the spirit of family so often felt at CII, Board Members commemorated Martine Singer's new journey at CII with a very warm welcome. The celebratory gathering at Shutters on the Beach Hotel brought together CII supporters and staff to meet and show support for the agency's new President and CEO. Guests were entertained by Trustee Kathleen Vanderziel, who gave a moving introduction to Martine, who also shared thoughtful words about her transition to CII. The jovial atmosphere was a perfect way for Martine to kick off her new position. Thank you to our Board for the heartfelt reception.



(L-R): CII Trustee Susan Adamson with Martine Singer, Trustee Tracey Gluck, Stephen Adamson

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Anne Marie Scibelli
President, The C.H.I.P.S.

Phoebe Vaccaro
President, Les Amies

Rochelle Gores Fredston
Founder, Philanthropic Society Los Angeles

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Allison Roeder
The Colleagues

Sue Ellen Douglas
Les Amies

SUPPORT GROUPS



*Kate Flannery
and Roma
Downey*

*Luncheon Chair Anne
Johnson with Barbara
Davis*



The Colleagues

More than 800 guests attended The Colleagues' Annual Spring Luncheon at the Beverly Wilshire Hotel to support the work of CII. The Colleagues presented their 2016 Champion of Children Award to actress and producer Roma Downey, and treated guests to an exclusive runway presentation from Oscar de la Renta. Special thanks to Event Chair Anne Johnson, and to Oscar de la Renta and Van Cleef & Arpels for their event sponsorship.

In Memoriam

**CII wishes to honor
the memory of these
dedicated supporters:**

*Betsy Bloomingdale
Nancy Reagan
Lyn Vandegrift*



Betsy Bloomingdale and Nancy Reagan

The C.H.I.P.S.

The Colleagues Helpers In Philanthropic Service celebrated their 50th anniversary in 2016, commemorating the milestone at their Spring Luncheon at the Beverly Hills Hotel with a retrospective film chronicling their philanthropy. The group honored Stanley and Fiona Druckenmiller for their charitable work with youth and community development in underserved areas, and showcased St. John's Pre-Fall 2016 Collection, followed by a live auction in support of CII.



*(L-R): Colleen Pennell, Jill
Olofson and Tricia Elatrache*



*The C.H.I.P.S.
Philanthropic Service
Award honoree
Stanley Druckenmiller*

SUPPORT GROUPS

Les Amies

Les Amies' support ranges from fundraising to hands-on activities. Members have volunteered their time at the Otis Booth Campus in CII's art program, working with young students on their art projects and, in our state preschool, engaging our youngest students in a monthly reading circle. Members also meet regularly with CII staff to hear the latest about our programs and services.



CII President and CEO Emerita Mary Emmons (center) joins Les Amies members at their Annual Meeting.

Les Amies volunteer Joan Prestine



PSLA

Philanthropic Society Los Angeles (PSLA) rang in 2016 with a new signature event, The Winter Gala. PSLA Founder and CII Trustee Rochelle Gores Fredston hosted a magical night under the stars at the home of her father, Alec Gores. PSLA Philanthropic Visionary Honorees included Sutton and Christian Stracke, and artist Mark Bradford. Guests enjoyed performances from violinist Lee England, Jr. and classically trained tenor Nathan Pacheco, and a fashion presentation from Monique Lhuillier.



Frank Gehry with wife Berta Isabel Aguilera (left), PSLA Founder Rochelle Gores Fredston with fellow CII Trustee Gelila Assefa Puck (far right)



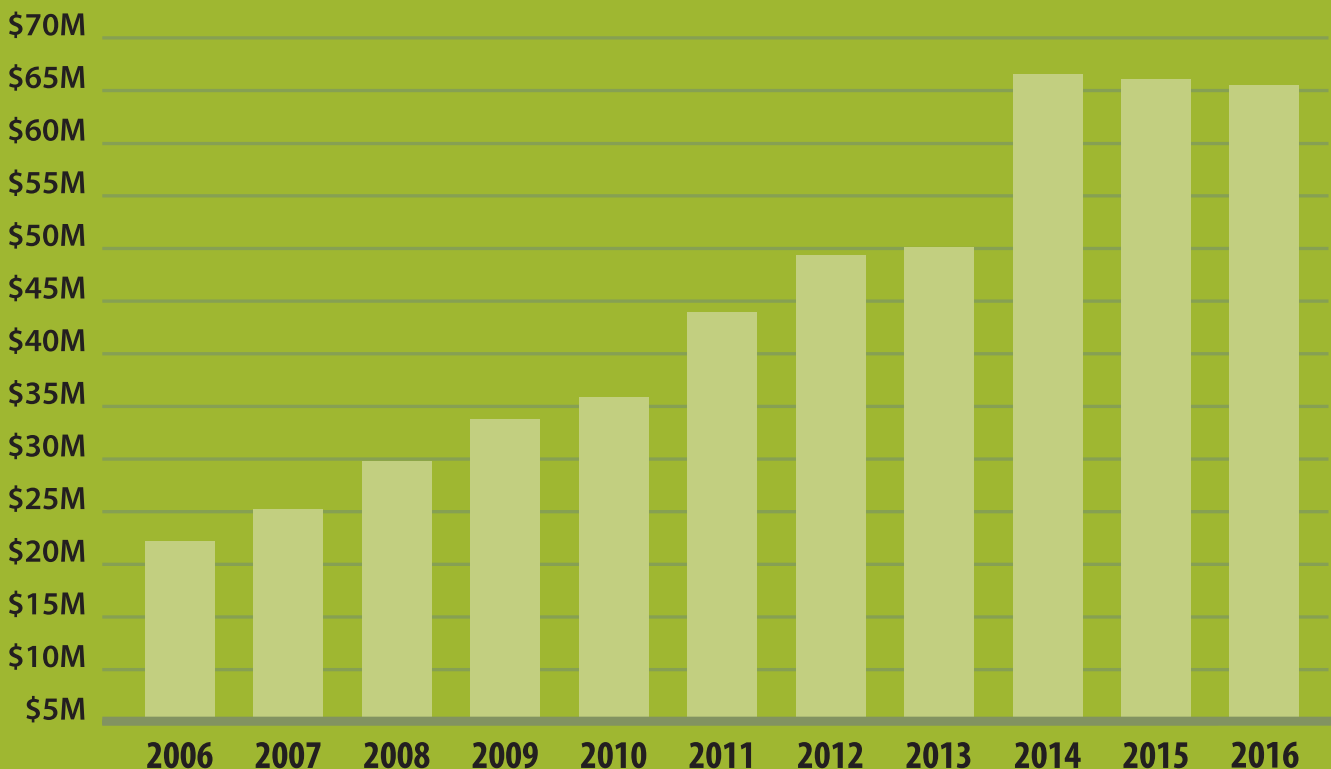
(L-R): PSLA award recipients Sutton Stracke and Christian Stracke; Mark Bradford

Financial Highlights

CII's success is due to the generosity of public and private funders. We are grateful to the many individuals, foundations, corporations, trustees and especially our support groups - The Colleagues, The C.H.I.P.S., Les Amies and Philanthropic Society Los Angeles (PSLA) - whose contributions have allowed us to provide comprehensive, quality services to CII children and families.

Managing to the highest nonprofit standard, we use 89 percent of our operating expenses for direct program services, with 11 percent for administrative support, development and community outreach.

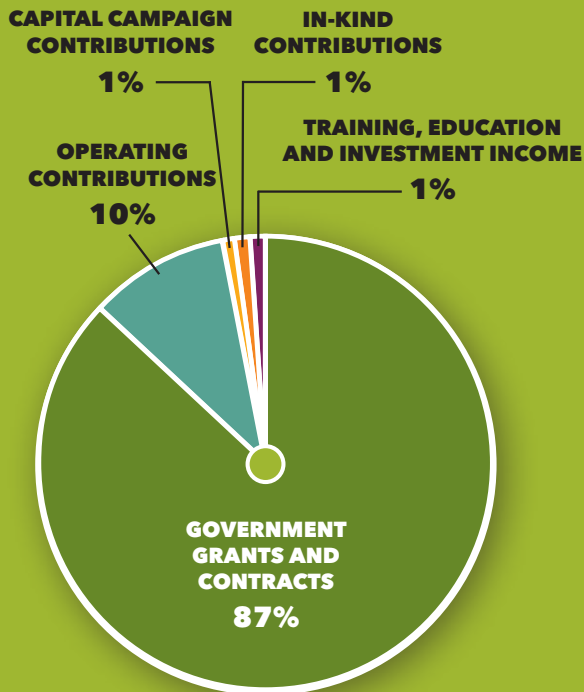
Annual Operating Income - Tripled Over 10 Years



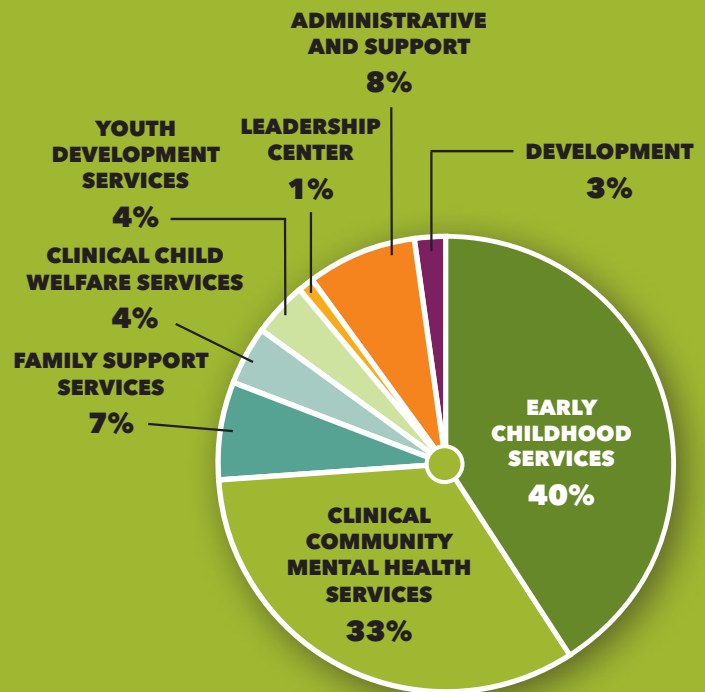
FY 2015-2016 Summary of Financial Data

| Operating Revenue and Support | | | |
|--|-----------|-------------------|-------------|
| Government Grants and Contracts | \$ | 58,163,418 | 87% |
| Operating Contributions | \$ | 6,547,134 | 10% |
| Capital Campaign Contributions | \$ | 545,000 | 1% |
| In-kind Contributions | \$ | 660,101 | 1% |
| Training, Education and Investment Income | \$ | 490,907 | 1% |
| TOTAL REVENUE AND SUPPORT | \$ | 66,406,560 | 100% |
| Operating Expenses | | | |
| Early Childhood Services | \$ | 26,529,835 | 40% |
| Clinical Community Mental Health Services | \$ | 21,820,247 | 33% |
| Family Support Services | \$ | 4,396,426 | 7% |
| Clinical Child Welfare Services | \$ | 2,487,076 | 4% |
| Youth Development Services | \$ | 2,474,016 | 4% |
| Leadership Center | \$ | 1,045,492 | 1% |
| TOTAL PROGRAM SERVICE EXPENSES | \$ | 58,753,092 | 89% |
| Administrative and Support | \$ | 5,331,958 | 8% |
| Development | \$ | 1,617,871 | 3% |
| TOTAL ADMINISTRATIVE AND SUPPORT EXPENSES | \$ | 6,949,829 | 11% |
| TOTAL EXPENSES | \$ | 65,702,921 | 100% |
| Change in Net Assets | \$ | 703,639 | |

Children's Institute, Inc.'s financial statements are audited annually. The condensed Consolidated Statement of Activities was extracted from the audited financial statements, FY ending June 30, 2016. Complete audited financial statements are available upon request.



Revenue and Support
FY 2015-16



Operating Expenses
FY 2015-16

Donors

Gifts from July 1, 2015 – June 30, 2016

\$1 million and above

The Edna McConnell Clark Foundation
The Otis Booth Foundation

\$250,000 - \$999,999

The Gores Foundation
The Harold McAlister Charitable
Foundation
Weingart Foundation

\$100,000 - \$249,999

Carl & Roberta Deutsch Foundation
The C.H.I.P.S.
The Eisner Foundation
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Los Angeles Galaxy Foundation
The Ralph M. Parsons Foundation
Robert H. Tuttle Charitable Lead Trust

\$50,000 - \$99,999

Alliance for Children's Rights
Catherine and Robert Beyer
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The Burton G. Bettingen Corporation
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\$25,000 - \$49,999

Adventures in Learning
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Mattel Children's Foundation
Mari and James P. McAlister
Christine and Richard G. Newman
Carole and Barry Patmore and family
QueensCare Charitable Division

\$10,000 - \$24,999

Susan C. Adamson and
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The Bandai Foundation
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Jacqui and Todd J. Rosen
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Kathleen M. Vanderziel
Christine and Jeffrey Weller

\$5,000 - \$9,999

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William Morris Endeavor Entertainment

\$1,000 - \$4,999

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 Joseph McNamara
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\$100 - \$999

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 The County Counsel Dependency
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 Sarah A. Yort
 Marian Young
 Dilly Zehnder

We extend our heartfelt thanks to the donors listed above, as well as to those who provided gifts from \$1-\$99, or in-kind and in-memoriam gifts, during the past fiscal year.

Partners

Whole Foods

CII's Watts Back-2-School Giveaway, presented by PSLA, receives incredible support from its sponsors each year. In 2016, Whole Foods sent their cheerful volunteers to give healthy snacks to families and present an \$18,000 check in support of children and family services. Special thanks to all sponsors who made this event possible.



Junior League of Los Angeles

In 2016, CII and Junior League of Los Angeles (JLLA) celebrated 10 years of collaboration. JLLA provides young CII clients with enriching, educational programming such as "Stories Abroad," "Healthy Habits," daylong activities and support for Project Fatherhood'sSM Father-Daughter Tea. To commemorate the partnership, JLLA donated a bookcase to our Burton E. Green Campus library filled with books for children to explore.

CII Prom Event 2016

A dedicated group of donors created the annual Prom Event, where young women receiving CII services can get everything they need to enjoy this high school milestone, from dresses to shoes to makeup tips. We thank our amazing donors and supporters: Alexandra Dwek, Mary Alice Haney, The C.H.I.P.S., Sole Society, Sara Azari, Saks Fifth Avenue, El School of Professional Makeup and NYX Cosmetics.



Mattel

Mattel and The Mattel Children's Foundation's enduring support of CII began with a vision of bringing joy to our children. Mattel's vision has grown from small holiday parties for CII toddlers to festivals for thousands of our families. Their enthusiastic staff volunteer to brighten our Head Start sites and host "Days of Play" for some of our youngest impacted by trauma. Thank you, Mattel, for your years of service.

Your Dollars in Action

89% of donations fund **direct services and training.**

CII relies upon the support and generosity of the Greater Los Angeles community. To join our CII family and help make a positive, life-changing difference for children and families in our programs, please visit

childrensinstitute.org/waystohelp/

DID YOU KNOW?

22,000

social service professionals have been trained in evidence-based practices by CII.



Executive Staff

Martine Singer

President and Chief Executive Officer

Gene Straub

Executive Vice President and Chief Finance and Operating Officer

Manuel Castellanos, EdD

Senior Vice President of Early Childhood Services

Catherine Atack

Senior Vice President of Development and Chief Development Officer

Manuel Rivera, PhD

Senior Vice President of Programs and Chief Clinical Officer

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