ANNUAL REPORT
2020

Healthy Children | Thriving Families
Empowered Communities
Dear Friends,

Who could have imagined that 2020 would turn out to be so devastating? And yet, despite all of the challenges, we marvel at how we have adapted and united to help each other. The staff members at CII have reinvented their jobs to continue to be there for the kids and families hit hardest by COVID-19.

As an essential service, Children’s Institute never stopped providing support to families, and the generosity of our supporters ensures continued access to transformational services like quality early education, free counseling and parenting classes.

Together, we can continue to offer healing and hope to 30,000 children and families each year, breaking the cycle of intergenerational poverty and trauma. Thank you for your continued support.

With our warmest wishes,

Martine Singer  
President & CEO

Paul Kanin  
Chairman, Board of Trustees
What We Do

For more than 100 years, Children’s Institute has supported children and families who are healing from trauma. We work in Los Angeles communities where decades of underinvestment and racist policies have resulted in poverty, intergenerational trauma and lack of opportunity.

Wellness must be addressed comprehensively across all ages because the health of our children is intertwined with that of their families and communities. Working alongside community members and partners, we uncover innovative ways to increase investment, promote equity and offer services that empower children and families to thrive.

MISSION
To transform the lives of children exposed to adversity and poverty in Los Angeles.

2020 AT A GLANCE

- 30,436 Children and family members served
- 11,633 Professional training attendees
- 1,175 Staff members
- 29 Locations
- $81.7 M Budget
Our Impact

MAKING A DIFFERENCE ACROSS LOS ANGELES

Children and Families Served (FY 19–20)

Early Childhood Education
Including center-and home-based options.................... 2,220

Behavioral Health & Wellness
Including intensive and non-intensive services............ 3,199

Community Innovations
Including crisis response, training, systems change........... 2,167

Strengthening Families
Including in-home services, support groups............... 4,937

Family Members Served........ 17,913

TOTAL........30,436
CHILDREN’S INSTITUTE LOCATIONS

**Service Planning Area (SPA) Key:**
- Orange—SPA 4
- Yellow—SPA 6
- Teal—SPA 8

**CII campus or service location**
- CII early childhood center
- CII community school partnership

**Metro LA**
- Mid-Wilshire Campus
- CII Headquarters
- Otis Booth Campus

**South LA**
- Watts Campus
- Rosecrans Center
- Figueroa Center

**Long Beach**
- Long Beach Center

**Torrance**

**Wilmington**

**Demographics**

**Age**
- 0–5: 38%
- 6–17: 33%
- 18+: 29%

**Race/Ethnicity**
- 6%
- 4%
- 1%
- 21%
- 68%

**Gender**
- 46%
- 54%
Responding to the needs of families

COVID-19 RELIEF EFFORTS

For families served at Children’s Institute who were already struggling under the weight of poverty, the COVID-19 crisis – particularly the loss of jobs and school closures – has been devastating, impacting Latino and Black individuals disproportionately. As an essential service, CII provided support including weekday lunch distribution to preschoolers and financial assistance for groceries, utilities and rent.

In response to the pandemic, more than $600,000 was raised in COVID-19 relief funds, allowing us to support families with:

- **$180,000** for food
- **$100,000** for rent and utilities
- **$2,500** for cleaning supplies
- **$300,000** for misc. supplies
- **$180,000** for food
- **$100,000** for rent and utilities
- **$2,500** for cleaning supplies
- **$300,000** for misc. supplies

BRIDGING THE DIGITAL DIVIDE

As CII responded to the COVID-19 crisis with technology driven solutions, we helped kids get connected to support remote learning:

- **750 tablets** were distributed to preschoolers
- **72 transition aged youth** were connected with laptops and cell phones
DONATIONS AND GOODS
CII reached out to partners for help, resulting in over 50,000 goods and essential supplies donated to families:

- **120,000** Diapers
- **900+** Cans of formula
- **400** Boxes of food distributed weekly
- **1,500** Pieces of clothing to preschoolers

Thanks to Thrive Market and an anonymous $100,000 donation, 500 CII families received food and household supplies for a month during the pandemic. No one even had to leave home: the e-commerce organic grocery distributor sent the packages via U.S. Mail. In addition, Thrive Market gave all CII staff members free memberships.

Families in our Early Childhood Education programs enjoyed 450 food kits and fresh produce donated by LA Regional Food Bank and Food Forward, thanks to the South LA nonprofit A Place Called Home.
Early Childhood Education

TRANSITIONS TO DISTANCE LEARNING

The dedication and care that our early childhood educators have shown in responding to the COVID-19 pandemic has been remarkable. In early March, our 300 teachers, substitute teachers and home visitors, along with a large group of in-classroom parent volunteers, transformed CII preschools serving 2,200 children across nearly 30 locations to virtual classrooms overnight. Teachers overhauled lesson plans and placed weekly calls to families while creating content for a weekly e-newsletter, specialized YouTube channel and a learning app.

The team quickly saw that the needs of families extended beyond education. Parents already worked multiple jobs and lived below the poverty line. As jobs in the hospitality and service industries were eliminated, parents reported losing one, two or all income sources. Many were ineligible for unemployment benefits or experienced long delays in receiving funds, leaving families with zero resources for essential needs.

So teachers quickly became lifelines for identifying immediate needs and connecting families with free resources. CII preschool sites were converted into distribution centers where staff handed out meals and essential supplies to families.
Behavioral Health & Wellness

OFFERING THERAPY OVER ZOOM

It has been challenging to keep kids and families engaged using Zoom and phone calls, yet our therapists have found solutions. For example, one uses YouTube cartoon tutorials during sessions with a young boy; another connected with a young person and her mother as they cooked. Happily, they have described this work as transformative, opening the doors to deeper emotional connections with children and their families.

Colleen Ryan, Senior Clinical Supervisor at CII, whose team works with kids and teens who have experienced severe trauma, explained that when people are creative, it accesses parts of their brain that increase self-awareness and allows them to see their experiences subjectively.

CII’s behavioral health professionals will continue to integrate music, art and sports into sessions to help young people get through the pandemic.
Congressman Jimmy Gomez helped CII teachers distribute lunches to children and parents at our Otis Booth early childhood center.
Above: As part of the Los Angeles Chamber of Commerce’s ACCESS DC 2020, CII President & CEO Martine Singer (third from right) met with legislators in Washington, DC to advocate for early childhood and K-12 investments.

Top right photo: Assemblymember Mike A. Gipson, 64th District (left), spoke at our Project Fatherhood group session in Watts. Pictured with CII’s VP Community Innovations Danette McBride and Project Fatherhood Director Keith Parker (right).

Bottom right photo: CII’s Director of Government Relations & Advocacy Terry Kim (third from right) attended the California Council of Community Behavioral Health Agencies advocacy day in Sacramento.
Introducing the Office of Equity

A COMMITMENT TO ANTI-RACISM AND SOCIAL JUSTICE

June saw the formal launch of CII’s Office of Equity (OOE) to ensure our work serving families in Los Angeles is delivered with an unwavering commitment to anti-racism and social justice. The OOE supports the entire agency by providing planning, ongoing training and accountability.

Amina Jones Fields, VP of Research, Evaluation and Reporting, leads the OOE with a team of CII colleagues from Human Resources, Government Relations & Advocacy and Strengthening Families. OOE makes recommendations directly to the executive leadership team, which ensures this work is a high priority.

The children and family members we serve have experienced intergenerational poverty and trauma, perpetuated by long-standing racist systems and policies. To successfully support their needs, OOE facilitates training for staff to confront their own experiences with racism and identifies persistent racial biases in systems that provide care to communities of color.

Amina Jones Fields, CII’s VP of Research, Evaluation and Reporting
PUBLIC STATEMENT
In response to the murder of George Floyd and global social unrest, CII issued a public statement on June 3, 2020:


Their lives matter. I can’t imagine the emotions of our African American colleagues and families we are proud to work alongside and serve every day. My heart is with you, and CII stands in solidarity with you. Tens of thousands of people of all races, religions, gender identities, political beliefs and socio-economic status have taken to the streets to express their righteous indignation and voice an urgent need for real and lasting societal change. What kind of change?

Safety. African Americans and other people of color must feel safe, without fear of being shot and killed for walking down the street, or listening to music, or driving a car.

Access. All communities, regardless of zip code, deserve the highest quality of healthcare, housing and education.

Hope. We want children to envision a future without oppression and racism.

CII stands with the family of George Floyd and all victims of racism, excessive force, bigotry and systemic inequity and we will continue fighting for justice and a brighter future for our kids."

Martine Singer
President & CEO

PROJECT FATHERHOOD JOINS PEACE MARCH IN WATTS

Dads and staff in CII’s Project Fatherhood program marched together with members of the community at the First Annual Walking n’ Watts Father’s Day March for Justice and Equality. The event focused on the importance of fathers coming together to address systemic racism.
The 2nd Annual Cape & Gown Gala was a rousing success! We were so pleased to honor Channing Dungey and Bridget Gless Keller & Paul Keller, and grateful to have actress, activist and philanthropist Holly Robinson Peete as the night’s emcee. The gala raised $1.2 million for CII’s programs serving 30,000 children and families annually.

In presenting the Children’s Champion Award, Academy Award-Winning Actress Regina King honored Channing, who at the time was Vice President, Original Series at Netflix, by saying, “Channing is one of the most powerful women in the industry but she doesn’t use her power for self-promotion. She actively tries to empower those that need precious resources.” Friends and family further praised her commitment to giving back in a moving tribute video.
We also honored longtime supporters Bridget Gless Keller, CII Watts Building Committee Chair, and Paul Keller, Chairman of Mack Real Estate Development, for leading the charge on our Frank Gehry-designed Watts campus. In a tribute video, Mayor Eric Garcetti was among those who praised the Kellers’ commitment to Los Angeles: “Bridget and Paul Keller are truly angels in this City of Angels...and they’re always asking, ‘what can we do to give back to this city?’” that they’ve given so much to already.”

An especially moving part of the evening was when CII’s Raul Aguirre shared his personal story of growing up in South LA, and how he has devoted the last eight years to working with children and families in the community. “There are a lot of people that are lost, some embarrassed to ask for help, and some who just don’t know that there’s help out there,” he said. “There’s an organization down the street that is here to help the community and that gives you something to hope for – that is Children’s Institute.”

The gala also included a virtual reality experience of the new Watts Campus, a live auction hosted by Billy Harris and a musical performance by L.A. Inner City Mass Choir.

Top photo L to R: Sally Kanin, CII Board Chair Paul Kanin, Bridget Gless Keller, Paul Keller, Channing Dungey and CII President & CEO Martine Singer
Far left photo: Presenter and actress Regina King
Left: CII staff speaker Raul Aguirre
Building on Success

BREAKING GROUND ON A COMMITMENT TO WATTS

We broke ground on our much-anticipated Watts Campus on January 30. Designed pro bono by world-renowned architect Frank Gehry, the building will be a hub for South LA families, adding an iconic architectural landmark to the historic neighborhood. It will house critical therapeutic programs, parenting workshops and after-school activities to serve children and families. Representing our permanent commitment to the community of Watts, the space will also feature a new headquarters for the Watts Gang Task Force and the LAPD Community Safety Partnership.

We are deeply grateful to the supporters who contributed to the capital campaign and Bridget Gless Keller, CII Trustee and Watts Building Committee Chair, who has lent her support from its inception.

Located on the corner of E. 102nd Street and Success Avenue, the campus will cost $20 million and is scheduled for completion in 2021.
Volunteer Appreciation
BUILDING COMMUNITY, CELEBRATING SUCCESS

We are extremely grateful to those who donate their time and creativity to benefit children and families in countless ways. Here are just a few examples of volunteers making a difference in the last year.

SITE BEAUTIFICATION
In September 2019, a group of volunteers from the UCLA Latino Alumni Association celebrated Hispanic Heritage month by spending their Saturday beautifying a CII Head Start preschool in Watts.

FATHER DAUGHTER TEA
CII’s Project Fatherhood hosted our 8th Annual Father-Daughter Tea giving dads and their daughters an opportunity to spend valuable time together. The event was supported by the Junior League of Los Angeles, which brought 30 volunteers to the event, as well as Good+Foundation.

WINTER FAMILY FESTIVAL
We hosted our 25th Annual Winter Family Festival for hundreds of children and families at our Otis Booth Campus in Echo Park. The day featured holiday entertainment including a petting zoo, holiday arts & crafts and toy giveaways.

4TH ANNUAL GEARS4KIDS
More than 100 professionals from design firms across Los Angeles volunteered at our annual Gears4Kids event in September to assemble new bicycles alongside kids from our Project Fatherhood program. Haworth, the furniture and interior architecture firm, coordinated volunteers and donated the bicycles, while LAPD and Los Angeles County Bicycle Coalition provided important bike safety information.

9,507 volunteers... 99,450 hours...
Value rate = $2.7 million
CII’s success is due to the generosity of public and private supporters. We are grateful to the many individual, foundation, corporate and board donors, and to our support groups — The Colleagues, The C.H.I.P.S. and Les Amies — whose contributions have allowed us to provide comprehensive, high-quality services to our community’s most underserved children and families.

Managing to the highest nonprofit standard, we use 84% of our expenses for direct program services.
FY 2019–2020 Summary of Financial Data

**REVENUE AND SUPPORT**

<table>
<thead>
<tr>
<th>Source</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Government Grants and Contracts</td>
<td>$72,038,326</td>
</tr>
<tr>
<td>Contributions</td>
<td>11,357,815</td>
</tr>
<tr>
<td>In-kind Contributions</td>
<td>1,675,125</td>
</tr>
<tr>
<td>Training &amp; Other Income</td>
<td>633,289</td>
</tr>
<tr>
<td>Investment Income (Net)</td>
<td>1,306,442</td>
</tr>
<tr>
<td><strong>TOTAL REVENUE AND SUPPORT</strong></td>
<td><strong>$ 87,010,997</strong></td>
</tr>
</tbody>
</table>

**EXPENSES**

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Early Childhood Education</td>
<td>$33,145,266</td>
</tr>
<tr>
<td>Behavioral Health</td>
<td>23,147,320</td>
</tr>
<tr>
<td>Community Innovations</td>
<td>4,952,455</td>
</tr>
<tr>
<td>Strengthening Families</td>
<td>6,873,162</td>
</tr>
<tr>
<td>Community Schools</td>
<td>702,252</td>
</tr>
<tr>
<td>Administrative and Support</td>
<td>12,203,628</td>
</tr>
<tr>
<td>Development</td>
<td>691,381</td>
</tr>
<tr>
<td><strong>TOTAL EXPENSES</strong></td>
<td><strong>$ 81,715,464</strong></td>
</tr>
</tbody>
</table>

Children’s Institute’s consolidated financial statements are audited annually. The condensed consolidated statement of activities was extracted from the consolidated audited financial statements. Consolidated audited financial statements are available upon request.
## Donor Honor Roll

### A LEGACY OF GENEROSITY | JULY 1, 2019–JUNE 30, 2020

<table>
<thead>
<tr>
<th>Amount Range</th>
<th>Donors</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1M and above</td>
<td>Ballmer Group, The Colleagues*, The Edna McConnell Clark Foundation</td>
</tr>
<tr>
<td>$250,000 – $999,999</td>
<td>The Ahmanson Foundation*, Blue Shield of California Foundation, Cedars-Sinai, Chris and Dick Newman &amp; Family+, The Ralph M. Parsons Foundation*, W.M. Keck Foundation+</td>
</tr>
<tr>
<td>$100,000 – $249,999</td>
<td>Anonymous, The Carl and Roberta Deutsch Foundation+</td>
</tr>
<tr>
<td>$25,000 – $49,999</td>
<td>Loren Booth</td>
</tr>
</tbody>
</table>
Thank you to our generous donors and those who have provided in-kind support.
BOARD OF TRUSTEES

Chairman of the Board
Paul R. Kanin – Kanin Soffer

Vice Chair
Adam Checchi – Checchi Capital Advisers

Treasurer
Tarek Kutrieh – VCA Animal Hospitals

Secretary
Barbera Hale Thornhill – Impact Design

* Raúl E. Alvarado – A Thousand Joys
* Loren Booth – Booth Ranches
Gena Brooks – Retired, Los Angeles Police Department
William R. Burford – Bonel Management
Charles P. Diamond – Retired, O’Melveny
Channing Dungey – Warner Bros.
James G. Freeman – Cardinal Industrial
Steve Gomez – Tech Executive and Advisor
Sunil Gunderia – Age of Learning

*Nina Holland – CII Early Head Start Policy Council
Bridget Gless Keller – Bridget Gless Designs
Suzanne Marx – Community Leader
Sally J. Michaels – Community Leader
Lisa Baker Morgan – Attorney-at-Law, Writer and Chef
Chris Newman – Community Leader
Barry Patmore – Retired, Accenture
Gelila Assefa Puck – Couturier
David Rognlien – Cadna Automotive
Glenn A. Sonnenberg – Latitude Management Real Estate Investors
Emada E. Tingirides – Los Angeles Police Department
Kathleen M. Vanderziel – The Capital Group Companies

SUPPORT GROUPS

The Colleagues
Janet (Jenny) Jones, President

The C.H.I.P.S.
Katie Lewis, President

Les Amies
Joan Prestine, President

EXECUTIVE STAFF

Martine Singer
President and Chief Executive Officer

Gene Straub
Executive Vice President and Chief Finance and Operating Officer

Catherine Atack
Senior Vice President and Chief Development Officer

Maria Willard
Senior Vice President and Chief Talent Officer

Todd Sosno, Ph.D.
Chief Program Officer
All children appear with the consent of their parents or guardians and are not under the jurisdiction of the court or child protective services.

© 2020 by Children’s Institute | All rights reserved.