



We climb.

We lift.

We grow.

way to grow™





“

When day comes,  
we ask ourselves,  
where can we find  
light in this never-  
ending shade?  
The loss we carry, a  
sea we must wade.

”

Amanda Gorman  
from *The Hill We Climb*

## Dear Friends,

As Way to Grow navigated the pandemic and a time of social upheaval, we continued to grow our services and help our community. We served more families, provided more resources, increased home visits, embarked on a new tutoring initiative, expanded our services outside of Minneapolis, Brooklyn Park, and Brooklyn Center, and helped our neighbors graciously confront the social unrest that unraveled our community to its core. We were able to build a stronger team and internal structure to fortify Way to Grow against the uncertainty of the future by investing more into our organization and the families we serve!

Over the past 17 years, I have never seen such a level of resiliency among our Way to Grow team and the families we serve. This dedication allowed us to adapt our services on a broader scale. We focused on providing the necessary tools to families to ensure that children were ready for school and beyond. We collaborated with community partners who stepped up even with limited resources, as we all came together to serve and better our community.

**Despite continued learning disruptions throughout 2021, 78% of our children were ready for school, 83% of K-3rd grade students demonstrated growth in reading levels, and with Way to Grow's new partnerships with Minnesota Reading Corps and Literacy Matters, 105 children received tutoring services. With the help of donors, we provided over 120 laptops to students and parents to access school while learning at home.**

Through a hybrid of virtual and in-person visits, we served 585 families. We are proud of all the accomplishments and growth that our families—from our first-time parents to our graduates—made in 2021. None of this would be possible without the ingenuity of our staff and the generosity of donors, government agencies, corporations, community partners, and our board of directors.

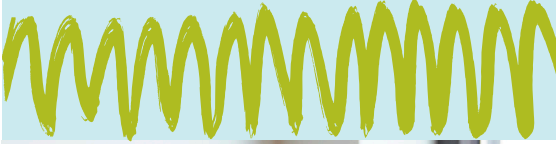
I want to thank our staff and board of directors for weathering the new challenges we faced with grace and determination. **We are grateful that you continued to provide needed resources during an incredibly challenging time in history.**

As we climb, we create new ways to serve families. As we lift, we move our families and our organization to greater success. And as we grow, we will expand our footprint throughout the Twin Cities and surrounding suburbs.

Sincerely,

Carolyn Smallwood  
Chief Executive Director

# Who We Are



“

With the help of Way to Grow, I was able to take steps to ensure my daughter's educational path was on the road to success and in turn, I was inspired to do the same for others in my community.

”

LaShonda  
Way to Grow Parent Alum

## About Way to Grow

### OUR MISSION

Working closely with parents and communities, we ensure that children within the most isolated families are born healthy, stay healthy, and are prepared for school.

### OUR VISION

Together, we will ensure that every child has an equal opportunity to succeed in school and life.

### Our Story

Over 30 years ago, when community leaders around the country were noticing worsening education gaps, Way to Grow was formed by former Minneapolis Mayor Don Fraser, Honeywell CEO Jim Renier, and Greater Twin Cities United Way to address this issue head-on and without hesitation. Fast forward to 2021: **while Minnesota is a leader in education, we still have one of the largest opportunity gaps in the country.** Children of color and children experiencing poverty are too often left behind. Since Way to Grow's inception in 1989, we have walked alongside families in Minneapolis and, in 2018, we expanded our programming to Brooklyn Center, Brooklyn Park, and surrounding suburbs as we worked tirelessly to close the opportunity gap, one Way to Grow family at a time.

At Way to Grow, we assist families with children from birth to age eight, using education as the path to empower our next generation of leaders. In 2021, our talented team of certified Family Educators worked with 1,760 individuals and provided a hybrid approach to all our services. In total, we had 11,227 virtual and in-person home visits, 1,343 referrals to community resources, and new partnerships with Minnesota Reading Corps and Literacy Matters. These partners helped us as we piloted a new after-school tutoring initiative, adjusting our innovative programming to meet education needs one family at a time.

Despite Way to Grow's shining accomplishments in 2021, there is still work to do. Learning disruptions have exacerbated the inequities in Minnesota's education system. We are still in a time where Minnesota's children of color and households experiencing poverty lack access to high-quality early education. By expanding the Way to Grow community to reach new children and families across the Greater Twin Cities Area, we are looking forward to a brighter future.

**Our work cannot be done alone.** Together, we will change lives. Won't you join us?



## Meet Maya & Maki

Way to Grow's Family Educators know that every family and child is unique, so they customize literacy lessons and tailor academic curriculum to fit each child's strengths.

When Eureka heard about Way to Grow, she thought it would be a great fit for her twins, Maya and Maki. Eureka reached out after her twins completed 2nd grade, but had struggled throughout 2020 with distance learning. Maya was reading at a beginning 1st grade level, and Maki, while reading at grade level, lacked reading comprehension.

After working intensively with Amanda, their Family Educator, the twins finished 3rd grade at grade level!

### Watch Them Grow

Amanda met Maya and Maki and began spending time getting to know their strengths, interests, and subjects they needed to work on to catch up. It was evident that Maya was very creative: she loved to draw, and often created beautiful pictures. When working with Maki, Amanda could see that when he was determined to learn something, he worked very hard to master it.

As twins, it came as no surprise that Maya and Maki were competitive and loved games. Amanda incorporated their individual strengths into literacy games to help improve their skills. Together, they would play "Sight Word Freeze" and "Rhyming Bingo," and compete to win small, donated prizes as an encouragement for their hard work.

As their reading improved, Amanda worked on having them take turns reading—Maya and Maki were able to complete their first chapter book in the spring.

Amanda also worked with the twins on activities such as counting money, telling time, and reading maps—all to further develop their skills before graduating from Way to Grow.

While both twins were showing notable improvement, Amanda and Eureka agreed that Maya could use additional support at school while participating in Way to Grow's tutoring program. Eureka was able to advocate for those services, and Maya finished 3rd grade at grade level with her twin.

Maya and Maki's success story would not have been possible without the support of their Family Educator, the recognition of their unique tutoring needs, their mother's tireless advocacy, and the twins' hard work. **Maya and Maki are the real heroes of their story.** We know their unique strengths and confidence borne of success will guide them through any challenges they face in life!



# What We Do



“

Advocating for your family and advocating for yourself are amazing skills to have, and Way to Grow provides that.

”

Kimberlee  
Way to Grow Parent Alum

## Great by Eight: Our Programs and Services

### FAMILY SUPPORT

Effective early learning starts in a stable home. While Way to Grow parents are committed to helping their children succeed, overwhelming economic and social barriers often stand in their way. **Working culture to culture and language to language, Way to Grow works with families to connect them to community resources, helping to build a strong foundation for families to thrive.** Our Family Educators build relationships with families and help identify needs, addressing challenges they may face in accessing critical services including housing, employment, early childhood education, health services, financial training, and more.

### HEALTH AND WELLNESS

A strong start happens in a healthy home. **Our Growing Strong program educates parents on prenatal care, nutrition, immunizations, well-child checkups, and safety to ensure that all children are born healthy, stay healthy, and are prepared to learn.** When needed, staff connect families to health and wellness resources, medical providers, and community events to meet each family's physical, developmental, and social-emotional needs.

### EARLY LEARNING

Parents are a child's first and most important teachers. Our holistic program offers developmentally appropriate early learning experiences for children birth through age five. **Through regular home visits, Family Educators build trust as they guide parents through an understanding of child development, health and nutrition, emergent literacy, and social-emotional learning.** With guidance, parents learn techniques for playing and learning together, equipping them to be their child's primary educator.

### PARENT EDUCATION GROUPS

Way to Grow hosts a variety of parent education groups focused on parenting skills, child development, safe sleep, nutrition, and more. Parents and children come together to learn and play at Together We Grow, Play to Grow, and Family Game Nights.

My Voice Matters builds parent advocacy skills and provides training on ways for parents and guardians to advocate for their child's education within policymaking systems.

## ELEMENTARY EDUCATION

**Achieving proficiency in reading by the end of 3rd grade is one of the best predictors of a student's later academic success.**

Our elementary programming works with parents and students (kindergarten through 3rd grade), teaching key literacy components that build reading skills.

Parents learn how to navigate the K-12 education system, including school options, building strong parent-teacher connections, and setting up school expectations at home. To help all students meet grade level benchmarks, Way to Grow now offers year-round virtual tutoring to complement home visits.

## DREAM TRACKS

Young parents face many obstacles beyond raising a child. Way to Grow works alongside our younger parents and their children through our Dream Tracks youth parenting program to help **educate and prepare parents ages 15–21 for a successful life.**

Dream Tracks youth programming addresses parenting challenges, provides motivation and emotional empowerment, helps parents maintain a focus on academic success and career goals, and provides information on sexual and reproductive health. Additionally, young parents receive regular home visits and are invited to participate in all Way to Grow events and activities.

## CENTER-BASED LEARNING

Preschool Pals, Way to Grow's high-quality, center-based preschool is offered to enrolled families with children ages three to five. **Preschool Pals is National Association for Education of Young Children (NAEYC) accredited and has a four-star Minnesota Parent Aware rating.**

Programming is centered around the interests of the child and fosters a positive relationship between families and schools, preparing parents and students to enter kindergarten. All Way to Grow families are eligible to enroll in Preschool Pals.

## Our Impact in 2021



**11,227**  
home visits

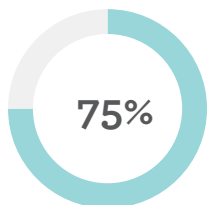


**1,760**  
individuals served



**1,343**  
resource referrals

### HEALTH EDUCATION



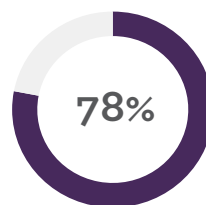
of newborns born at or above healthy birth weight

### TEEN PARENTING



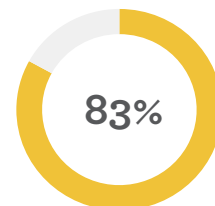
of parenting teens without a repeat pregnancy

### EARLY CHILDHOOD



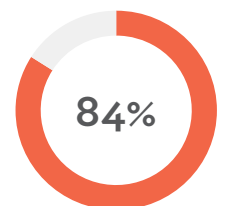
of Way to Grow children prepared for kindergarten

### ELEMENTARY



of K-3 students demonstrated growth in reading level assessments

### PARENT ENGAGEMENT



of parents attended one or more parent-teacher conference

# A look back at 2021!



## Elementary Tutoring

During the school year, 274 K-3rd graders received home visits, literacy and STEM curriculum, and school supplies along with parent-teacher support. Thanks to our funders, we purchased 120 laptops for families to access learning online.

New partnerships began with Minnesota Reading Corps and Literacy Matters, building our year-round virtual tutoring pilot: 105 students progressed towards grade level reading.



## 2021 Grads

In May, children and families came together to celebrate Way to Grow 3rd graders completing our Great By Eight programming. Later, in August, we celebrated preschoolers graduating from our early learning program and moving into kindergarten. In 2021, **78% of Way to Grow preschoolers were deemed ready for kindergarten.** Congratulations to our 2021 graduates!



## Parent Advocacy

Way to Grow partnered with Little Moments Count, a cross-sector social movement that helps families and communities understand the importance of talking, playing, reading, and singing with children in the first 1,000 days of life.

Parents were empowered to navigate the school system with tools and resources to support school choice, understanding grade level benchmarks, and building relationships with teachers.



## Fundraising Events

Way to Grow successfully navigated the "new normal" with one virtual and one hybrid event. In June, host Vineeta Sawkar and keynote speaker Dr. Yohuru Williams joined us virtually for Education is Power. Dr. Williams encouraged our community to "help us plant a seed" for our next generation.

In October, hundreds of supporters joined our first-ever hybrid Shine

Celebration. Our keynote speaker Andrew Dayton, founder and CEO of the Constellation Fund, shared the goal of using the best available information to make the best possible investments in the fight against poverty. **Together these events raised \$468,000 for our Great By Eight programming in 2021.**





## Books to Grow

Books to Grow, founded by our friend Jeanne Ravich, continued partnering with Way to Grow in 2021 by providing a variety of books from different cultures and languages, encouraging parents and children to read and learn together. **In 2021 alone, 2,100 books were purchased for Way to Grow families.**



## Hybrid Approach

Way to Grow continued to offer Great by Eight programming both virtually and safely in-person. Having a virtual option expanded connections to families outside of the current service area. In all, **we reached 585 families and conducted a record 11,227 virtual and in-person visits!**



## Education Groups

Throughout the Twin Cities, **402 adults and 586 children** participated in Way to Grow's educational and family-based groups. Through playing together, children learn and **family bonds are strengthened.** Our family education included Play to Grow, Dream Tracks, Family Game Nights, Together We Grow, and My Voice Matters advocacy groups.

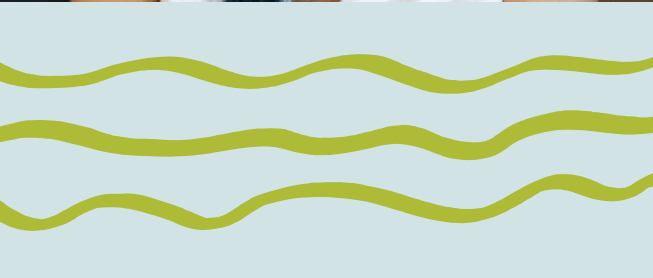
“

We have a tremendous opportunity in this moment, despite the trauma that we've experienced this year... to recognize that we can be the change.

”

Dr. Yohuru Williams  
Education is Power, 2021





## Meet Aubrey

In a year and half, the confident, go-getter Aubrey went from being a cautious, nervous reader to loving books of every kind. Most importantly, she is now reading at grade level with an infectious smile!

Aubrey's family educator, Alison, first met Aubrey and her family seven years ago. Through her many accomplishments made alongside Way to Grow, Alison saw Aubrey grow into a bright, happy girl who radiated confidence. But when 2nd grade brought literacy struggles, it was concerning to see how something as simple as a book transformed Aubrey from confident to cautious.

As Aubrey exits Way to Grow after seven years, her smile—and confidence—is bigger than ever.

## Culture to Culture Connections

In addition to the usual tools Alison uses to support literacy, including worksheets, writing, games, and "Reading A to Z," **connecting with Aubrey about their Native American heritage also supported Aubrey's progress.** Megan, Aubrey's mother, truly appreciated connecting through their heritage, sharing, "Aubrey and I really liked it when Alison would bring books about our culture."

Aubrey attends Anishinabe Academy and was thrilled to bring home projects to show Alison what she had created and learned at school. Connecting Aubrey with her culture was important to Alison, and Alison was happy to help her learn.

**Aubrey didn't say "Goodbye" to Alison when she left. Instead, she said, "Gigawabamin," which translates to "See you later" in Ojibwe.**

As Aubrey finished up 3rd grade, she asked why Alison only visited once a month. The answer was simple: because of the incredible progress she's made! Monthly visits were enough for Alison to work, connect, and know that Aubrey was ready to move onto the 4th grade, at grade level. These days, Aubrey is working hard on practicing her cursive.

**At Way to Grow, we understand that language and cultural connections play a major role in helping children develop reading skills.** Alison knows that Aubrey's excitement and curiosity about reading, education, and her Native American culture, will take her far. While it's bittersweet to see Aubrey graduate from our program, we won't say goodbye. It's a *Gigawabamin* to Aubrey and her family!

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## Our Big Hope

Julie and Doug Baker have long been strong advocates for school readiness and early childhood education.

As a child, Julie moved from elementary school in Connecticut into middle school in rural Ohio, and discovered her classmates were a year behind her in their learning. "I couldn't believe it and it really bothered me. How could one school be a year behind another school by sixth grade?" An admitted public policy geek, Julie wrote her college application essay on state-by-state education disparities.

Years later, when the Bakers lived in North Carolina and were considering schools for their eldest child, Julie visited the kindergarten in the public school. "It was troubling to see the class working on skills that my son's pre-school covered in the 4-year-old class. The kids were already behind. We placed our children in private school, which we did not want to do," she says. **"And I worried for the other children. How can we make sure no child is behind at age 5?"**

### How the Bakers Give Back

With Doug working for Ecolab, the family moved to Minnesota. Soon Julie was volunteering on United Way's Success by Six committee where she met CEO Carolyn Smallwood. Julie says, "I admire Carolyn's passion for helping children and parents all while capably managing the strategic plan and the bottom line. Way to Grow's innovation comes from a deep connection to actual families and their needs."

Julie served on the Board of Directors and committees for strategic planning, innovation and fund development. Their continued loyalty is uplifting to the staff and families at Way to Grow. Carolyn notes, "The Bakers have been steadfast in their support, and Julie is a deeply valued volunteer."

With other CEOs, Doug served on the Minnesota Early Learning Foundation which raised funds to study early education reforms and develop Parent Aware Ratings. "Way to Grow's home visiting work is vital. It's also important to help parents understand school performance and provide scholarships that follow children to the schools their parents choose. We need to help families overcome challenges so that everyone has choices and can enjoy all that life has to offer," says Doug.

What inspires their generosity to Way to Grow? Julie reflects, "Our children started life with great hope and a sense that they could do anything. I want all kids in Minneapolis to feel the adults in their lives believe in them and are providing the tools kids need to reach their potential. That's our big hope." She adds, **"Things will only get better when we meet the needs of all of our children."**

“

I want *all* kids in Minneapolis to feel the adults in their lives believe in them and are providing the tools kids need to reach their potential. That's our big hope.

”

Julie Baker  
Community Volunteer



## Community Partners

AchieveMpls  
Ahavah BirthWorks  
Allina Health  
Aurora Charter School  
Birth Equity Committee  
Blue Cross Blue Shield of Minnesota  
Books to Grow  
Bundles of Love  
Center for Asian Pacific Islanders  
Center for Families at Fellowship Missionary Baptist Church  
Centro Cultural Chicano  
Child and Teen Check-Up  
Children's Defense Fund  
Children's Dental Services  
Children's Hospitals & Clinics of Minnesota  
Children's Theatre Company  
City of Lakes Rotary Club  
City of Minneapolis Office of Multicultural Services  
Comunidades Latinas Unidas en Servicio (CLUES)  
Community Emergency Assistance Programs (CEAP)  
Common Bond  
Cradle of Hope  
Cultural Wellness Center  
Division of Indian Work  
Early Childhood Family Education, Minneapolis and Osseo Districts  
Early Childhood Intervention Services of Hennepin County  
Early Head Start  
East Side Neighborhood Services  
Emerge Family Supportive Housing Program  
Fairview Health Services & Clinics  
The Family Partnership  
The FATHER Project  
Fellowship Missionary Baptist Church Center for Families  
First Care Centers  
FirstBook  
Four Directions Early Learning Center  
Friendship Academy School  
Gale Woods Farm  
General Mills  
Generation Next  
Give Kids a Smile, Minnesota Dental Association  
Great MN Schools  
Harvest Best Academy  
Head Start, Parents In Community Action (PICA)  
Health Partners  
Help Me Connect  
Help Me Grow  
Hennepin County Home Visiting Community Advisory Board  
Hennepin County Human Services & Public Health Department  
Hennepin County Research, Planning & Development Department  
Hennepin County, Thrive at Five Program  
Hennepin Healthcare  
Indian Health Board  
Jewish Family & Children's Services of Minneapolis – Parent Child Home Program  
Joyce Preschool  
Kente Circle  
Kids in Need  
La Crèche Early Childhood Centers  
Legal Aid Society  
Little Moments Count  
Lucy C. Laney at Cleveland Park Community School  
Lutheran Social Services – Life Tracks  
MacPhail Center for Music  
Magers & Quinn Booksellers  
Mall of America  
Medica Foundation  
Minneapolis Crisis Nursery  
Minneapolis Public Schools  
Minneapolis Public School Early Childhood Screening  
Minneapolis Public Schools Early Childhood Special Education  
Minneapolis Public Schools New Families Center  
Minneapolis Public Schools Teen Parent Services  
Minnesota Association for the Education of Young Children  
Minnesota Children's Museum  
Minnesota Indian Women's Resource Center (MIWRC)  
Minnesota Internship Center (MNIC)  
Minnesota Lynx  
Minnesota Timberwolves  
Minnesota Twins  
Minnesota Visiting Nurse Agency (MVNA)  
Minnesota Workforce Center  
My Very Own Bed  
Native American Community Clinic  
Noble Academy  
Northside Achievement Zone  
NorthPoint Health & Wellness Center  
NorthPoint Human Services  
Northwest Family Service Collaborative  
Osseo School District  
PACER Center  
Pajama Program – Minnesota Chapter  
Park Avenue Methodist Church  
Park Nicollet Health Services  
People Serving People  
Phyllis Wheatley Community Center  
Pillsbury United Communities  
Portico Health Net  
Prodeo Academy  
Ready Set Smile  
Richfield Public School Early Childhood Program  
Sabathani Community Center  
Saint Paul – Ramsey County Public Health  
Salvation Army  
St. David's Center  
St. Stephen's Human Services  
Siempra Padres  
Simpson Housing Services  
Southside Community Clinic  
Tandem Family Resource Center  
Think Small  
UCare  
United Health Group  
University Life Care Center  
University of Minnesota Center for Early Education & Development  
University of Minnesota - Expanded Food and Nutrition Education Program  
University of Minnesota Extension - Cooking Matters Program  
University of Minnesota Urban Research and Outreach/Engagement Center  
Urban Ventures  
VocalEssence  
Wellshare  
Women, Infants and Children (WIC)  
YouthLink  
Zanewood Recreation Center



# Foundation & Corporate Partners

## LUMINARIES (\$50,000+)

Julie and Doug Baker, Jr. Foundation  
Blue Cross and Blue Shield of Minnesota Foundation  
Douglass Brandenborg Family Foundation  
Ciresi Walburn Foundation for Children  
Constellation Fund  
Curtis L. Carlson Family Foundation  
Rose Francis Foundation  
General Mills Foundation  
Greater Twin Cities United Way  
LRE Foundation  
Mortenson Family Foundation  
Partnership for a ConnectedMN  
Richard M. Schulze Family Foundation  
WEM Foundation

## VISIONARIES (\$25,000-49,999)

Eugene U. and Mary F. Frey Family Fund  
Frey Foundation  
Great MN Schools  
Gullickson Family Fund of the Minneapolis Foundation  
K.A.H.R. Foundation  
McVay Foundation  
Paul and Jeanne Ravich Family Fund of the Minneapolis Foundation  
Seidl Foundation Inc.

## CHAMPIONS (\$10,000-24,999)

3M Foundation  
Allianz Life Insurance Company of North America  
Associated Bank N.A. Fund, a fund of the Greater Green Bay  
Community Foundation  
Edward R. Bazinet Charitable Foundation  
BMO Harris Bank  
CenterPoint Energy  
Comcast  
Donaldson Foundation  
GHR Foundation  
I.A. O'Shaughnessy Foundation  
Alfred A. Iversen and Family Foundation  
James B. Linsmayer Foundation  
March Family Foundation  
Medica Foundation  
Ripley Memorial Foundation Fund of the Women's Foundation of  
Minnesota  
Sauer Family Foundation  
Sheltering Arms Foundation  
United HealthCare Svs Inc.  
Walser Foundation funded by the Walser Automotive Group

## TRAILBLAZERS (\$5,000-9,999)

Allina Health  
Andersen Corporation  
Capella University  
H.B. Fuller Company Foundation

HealthPartners  
Nordson Corporation Foundation  
Wellington Management, Inc.  
Wooddale Church

## BUILDERS (\$2,500-4,999)

Elmer L. and Eleanor J. Andersen Foundation  
Blackbaud Giving Fund  
Charles H. Clay Family CLAT Trust  
Dorsey and Whitney Foundation  
Excelsior Rotary Foundation  
GoodCoin Foundation  
Laird Youth Leadership Foundation  
Mall of America  
Target Foundation  
Tradition Capital Bank

## PARTNERS (\$1,000-2,499)

Apple Inc.  
David and Shari Boehnen Foundation  
Carpenter Family Fund of the Minneapolis Foundation  
Sarah R. Caruso Foundation  
City of Lakes Rotary Club  
Code42 Foundation  
Ecolab Foundation  
*in honor of Doug Baker*  
Fox Advancement  
Head Family Foundation  
NorthPoint Health & Wellness Center  
RBC Foundation - USA  
Securian Financial Foundation  
U.S. Bank  
U.S. Bank Foundation

## FRIENDS (\$250-999)

Baird Foundation  
Ecolab  
Hewlett Packard Enterprise Foundation  
IT Directions  
Network for Good  
NewPublica, LLC  
Nokomis Energy  
Noodles & Company  
Optima Advisory, LLC  
Piper Jaffray  
Rasmussen-Northeast Bank Foundation  
Thrivent Financial

## Government & Public Support

The City of Minneapolis  
Hennepin County  
Minneapolis Department of Education  
Minnesota Department of Health





## Leaving a Legacy

### Laurie Lafontaine understands the power of education.

Growing up in Minot, North Dakota, she was unsure of her career prospects, as most of the women she knew worked either as secretaries, teachers, and nurses. When her parents provided their four children with their first college tuition payment, a course in accounting turned everything around. "It was love at first sight," says Laurie. "I was always good at math."

Laurie graduated from University of North Dakota and joined a national accounting firm, where she became the first female partner out of 31 partners, then she went on to serve Allina Health System for 20 years as a financial and audit executive.

### Teaching Others to Fish

Public accounting firms encourage employees to serve on non-profit boards. With a heart for causes serving children and families and programs that "teach people to fish," Laurie found herself on the Board of Directors of United Way, Girl Scouts, Big Brothers Big Sisters, and Way to Grow. "I met Carolyn Smallwood in 2011, and my arm's been behind my back ever since," jokes Laurie. "Seriously, I am a true believer in Art Rolnick's research on the power of early childhood education, and in Way to Grow's work with the whole family so children can learn. Who doesn't want that for their child?"

Once on the Way to Grow Board of Directors, Laurie became Treasurer, then Board Chair, and currently is serving as Treasurer for a second time. "It is a joy to share my financial expertise as a volunteer," says Laurie. "Carolyn Smallwood is a fantastic leader, passionate about the mission and she has Way to Grow poised for growth. I love what Way to Grow does."

Recently, Laurie joined the Shine Legacy Society that celebrates those who have included Way to Grow for a gift in their estates. "Way to Grow is near and dear to my heart," says Laurie, "I like to plan ahead. **It's good to be thoughtful about where we want our money to go when we are no longer here and put those plans in place.**"

Laurie encourages those who support Way to Grow through annual gifts to join her in naming Way to Grow for a gift in their retirement plan, will, trust, or donor advised fund. She adds, "We can leave a legacy that will go beyond our lives in ensuring a brighter future for children and families."

“

We can leave a legacy that will go beyond our lives in ensuring a brighter future for children and families.

”

Laurie Lafontaine  
Way to Grow Board of Directors

# Financials



## Operating Revenue & Expenses

REVENUE	2020	2021
Contributions	\$472,675	\$450,818
Government	\$1,041,426	\$932,050
Foundations	\$1,656,683	\$1,489,700
United Way	\$113,548	\$100,741
Program Service	\$225,359	\$164,488
Annual Celebration	\$285,950	\$345,944
Interest & Other Income	\$43,866	\$43,137
<b>Total Operating Revenue</b>	<b>\$3,839,507</b>	<b>\$3,526,878</b>
<b>EXPENSES</b>		
Program Services	\$2,033,153	\$2,153,430
Administrative Services	\$288,458	\$362,686
Fundraising Services	\$617,914	\$647,277
<b>Total Operating Expenses</b>	<b>\$2,939,525</b>	<b>\$3,163,393</b>



## Financial Position

ASSETS	2020	2021
<b>Current Assets</b>		
Cash	\$1,496,816	\$1,948,601
Cash Restricted	\$1,073,234	\$1,133,378
Receivables	\$548,747	\$228,286
Prepays	\$78,275	\$4,487
<b>Total Current Assets</b>	<b>\$3,197,072</b>	<b>\$3,314,752</b>
<b>Property &amp; Equipment</b>		
Furniture & Equipment (net of depreciation)	\$318,244	\$304,611
<b>Other Assets</b>		
Long-Term Receivables	\$25,000	\$25,000
Right to Use Lease	\$1,005,869	\$900,391
Investment - Endowment	\$440,596	\$678,024
Deposits	\$22,845	\$22,854
<b>Total Other Assets</b>	<b>\$1,494,319</b>	<b>\$1,626,269</b>
<b>Total Assets</b>	<b>\$5,009,635</b>	<b>\$5,245,632</b>

LIABILITIES & NET ASSETS	2020	2021
<b>Current Liabilities</b>		
Accounts Payable	\$52,373	\$34,396
Accrued Expenses	\$125,721	\$118,180
Operating Lease Liabilities - Current	\$102,235	\$112,302
Unearned Revenue	\$0	\$0
<b>Total Current Liabilities</b>	<b>\$280,329</b>	<b>\$264,878</b>
<b>Long Term Liabilities</b>		
Operating Lease Liabilities - NonCurrent	\$988,918	\$876,881
<b>Total Long Term Liabilities</b>	<b>\$1,269,247</b>	<b>\$1,141,759</b>
<b>Net Assets</b>		
Unrestricted	\$0	\$0
Undesignated	\$389,340	\$794,025
Board Designated	\$1,469,763	\$1,581,697
With Donor Restrictions	\$1,881,286	\$1,728,152
<b>Total Net Assets</b>	<b>\$3,740,389</b>	<b>\$4,103,874</b>
<b>Total Liabilities &amp; Net Assets</b>	<b>\$5,009,636</b>	<b>\$5,245,633</b>





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Carolyn Smallwood,  
Chief Executive Officer

